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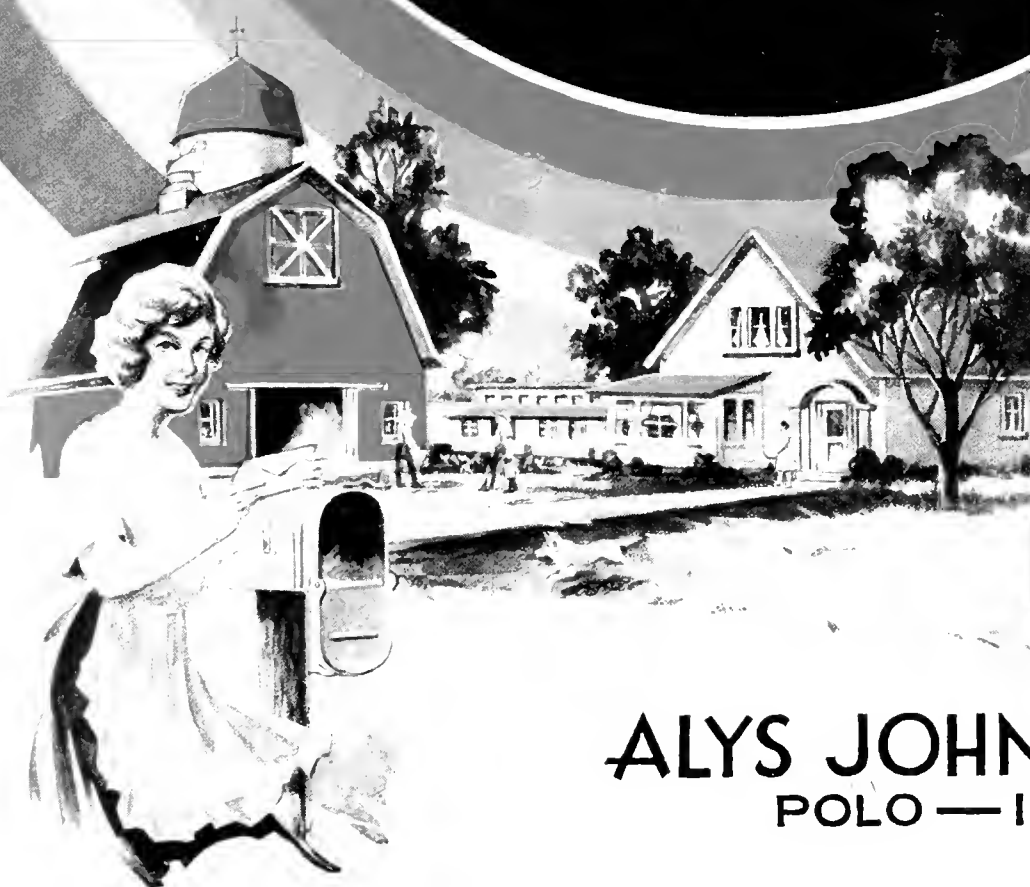
U. S. Department of Agriculture

Alys Johnston's 1932 SERVICE BOOK

A Money Saving Guide
of Money Making Things
*for The Thrifty
Farm Wife*

AJ
Poultry
Small Stock
Seeds, Plants
and
Supplies
*for Your Farm
Garden and Home*

ALYS JOHNSTON CO.
POLO — ILLINOIS





ALYS JOHNSTON
President

Just a Moment Please! "—"

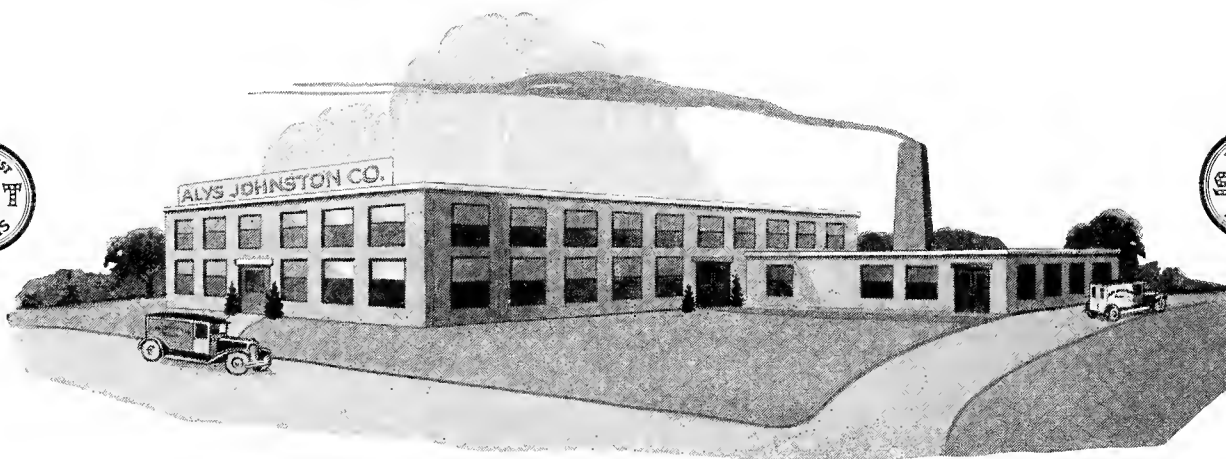
Here we are again, face to face with another year. I have been convinced for some time that 1932 will mark the turning point in the experiences and the habits of all of us. Your buying need no longer be a "grab bag" proposition. Farm women want Quality at fair prices. We want better chicks, for example; not necessarily cheaper chicks—more real value. And so it must be with everything you buy.

This 1932 Service Book is a helpful and convenient guide to the best of things obtainable in the easiest way and at the biggest saving in price. Larger and more complete facilities in our old lines and many new and valuable additions give me the opportunity to be of real personal service the year 'round. I continue to stake my reputation on AJ products. The Value of the things you buy of me determines whether you have your money's worth and any time you think you do not get it I want to know quickly because you must be satisfied.

To my new acquaintances just let me say that I hope you will use my Service as many others are doing and that your first order may be the beginning of a relationship that will last for years to come.

Most sincerely,

Alys Johnston



Home of Alys Johnston Co. and our Polo Hatchery, Polo, Illinois

≈ Index to My 1932 Service Book ≈

Aluminum Utensils, Cast.... 55	Eggs.....5, 14	Irons, Curling..... 56	Rabbit Supplies..... 18, 19
Apron, Coverall..... 53	Egg Scales..... 25	Irons, Flat..... 56	Roses..... 42
Baby Chicks.....5 to 14	Electrical Appliances..... 53	Kitchen Necessities..... 54	Seeds..... 29 to 34, 41
Bands..... 28	Enamels..... 51	Lamps..... 56	Shrubs..... 43
Bantams..... 14	Farmogerm..... 48	Lanterns..... 56	Skratch-Fix..... 57
Berries..... 46	Feeders..... 19, 24, 25	Medicines..... 26, 27	Sprayers..... 49
Books..... 58, 59	Fertil-X..... 48	Order Blank..... 60	Staze-Brite Polish..... 57
Breeding Stock..... 5	Fire Pump..... 57	Paints..... 50, 51	Stove, Electric..... 53
Brooders..... 21, 22, 23	Flower Pot Trays..... 57	Percolators..... 53	Strawberries..... 47
Buttermilk..... 26	Flower Seeds..... 34	Perennials..... 40, 41	Strebaln..... 60
Can Opener..... 54	Fruits..... 45, 46, 47	Pheasants..... 14	Terms..... 63
Canaries..... 17	Fur Service..... 63	Pigeons..... 14	Teas..... 52
Canary Supplies..... 17	Garden Hoe..... 49	Plants..... 35 to 42, 47	Toasters..... 53
Capon Tools..... 25	Geese..... 14	Poultry..... 3 to 14	Toiletries..... 60
Chick Contest..... 11 and Back Cover	Geraniums..... 35	Poultry Supplies..... 20 to 28	Trees..... 44, 45
Coffee..... 52	Goats..... 17	PrimeX..... 6, 7, 8	Turkeys..... 14
Cooker..... 54	Guineas..... 14	Rabbits..... 15, 16	Varnishes..... 51
Crossbreds..... 6, 7, 8	Humogerm..... 48		Vegetable Seeds..... 29 to 33
Dogs..... 17	Insecticides..... 48		Ventilating Equipment..... 20, 22
Dripette..... 52	Instructions..... 63		Vines..... 43
Ducks..... 14			

This Poultry Business

A Billion Dollar Industry

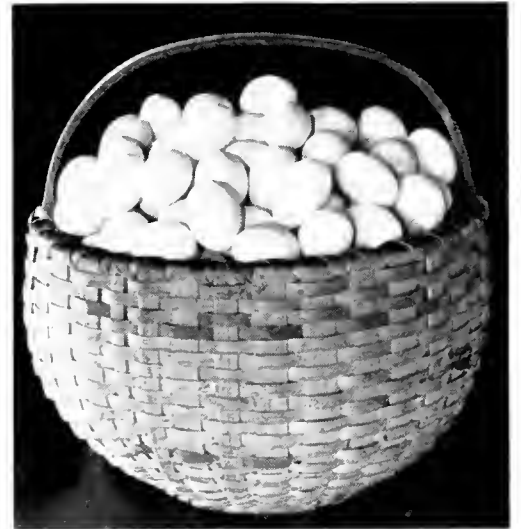
On many a farm, especially in the central west, poultry is looked upon as a "necessary evil"! Relatively few people appreciate just how important the poultry industry really is to this country's business, or how big a place it holds on the farms of the nation. Quoting the Secretary of Agriculture—"Who can fail to marvel over the hen when we consider the annual amount of poultry products is over a billion dollars? This is about equal to the interest on the national debt and reserve to the sinking fund. Given a few years, the American hen would pay off all bonded indebtedness."

Poultry is a Billion Dollar Industry. It ranks *Third* in farm cash income according to the latest figures (for 1930) of the United States Dept. of Agriculture, and threatens to crowd hogs out of second place on the next annual report.

Product	Income
Milk.....	\$1,795,699,000
Hogs.....	1,376,097,000
CHICKENS AND EGGS.....	1,021,812,000
Cattle and Calves.....	937,023,000
Cotton.....	747,957,000
Fruit and Nuts.....	566,044,000
Wheat.....	401,441,000
Truck Crops.....	336,117,000
Forest Products.....	309,334,000
Potatoes, White.....	287,562,000
Farm Gardens.....	215,402,000
Tobacco.....	216,895,000
Corn.....	182,178,000
Hay.....	151,391,000
Sheep.....	142,173,000
Oats.....	79,901,000
Sugar Beets.....	65,701,000
Wool.....	65,642,000
Sweet Potatoes.....	59,101,000
Other Products.....	414,463,000
Total.....	\$9,401,939,000

These figures, remember, show cash income only and do not include the value of poultry and eggs consumed on the farm. Nor do they include the vast amount of poultry and eggs produced in the small flocks of the millions of "back yard" poultrymen in towns and villages. Were these to be recorded poultry would undoubtedly rank First in income from agricultural products.

While Illinois, for example, is not ordinarily thought of as an important State in chicken production it actually ranked second only to Iowa in numbers of chickens raised in 1930. The combined total gross farm income from Illinois eggs and chickens was in excess of \$60,000,000. Of this amount



\$45,817,000 was actually cash income received by the producers—over 11 percent of all the cash income received by Illinois farms from agricultural production!

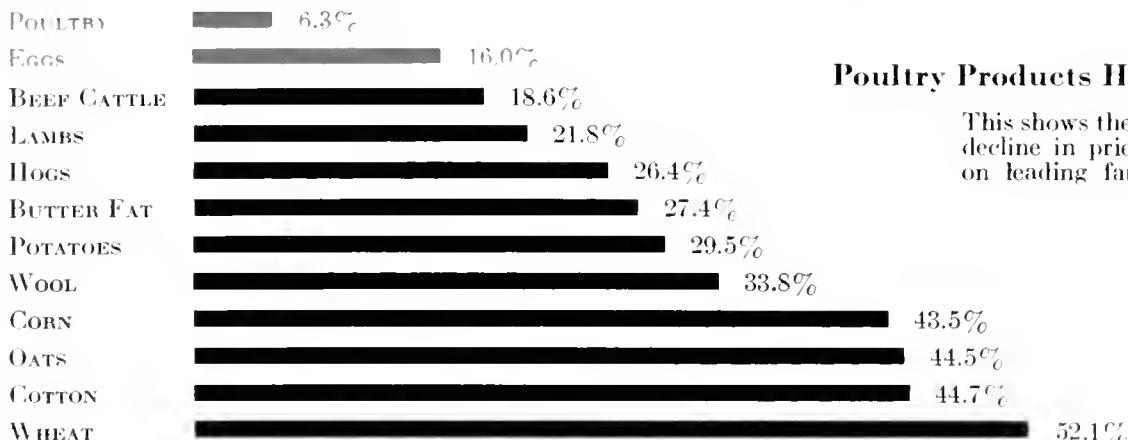
The Hen Saves the Day!

A December poultry magazine editorial says: "We must not forget that every cloud has its silver lining, that though the grumblers may grumble and the growlers may growl, light always follows darkness, and that even in the midst of a great world economic depression, such as we are now going through, there are some bright spots.

"The poultry industry of America has again proven its stability, its worthwhileness and its possibilities as an agricultural pursuit. Many times in the past history of America, in various economic crises, the hen has helped to save the day and has enabled thousands of farmers to hold title to their land and stay on the farm. One notable period was the time immediately after the cessation of hostilities in the last World War in 1919 and 1920. The American hen, producing economically a product which was in great demand at fair prices, helped to save American Agriculture. This condition has again been repeated in 1930 and 1931."

The decline in farm prices for staple agricultural products during the past year shows that eggs and poultry have decreased less than any other. Latest figures available at the time this is written show that poultry prices have declined only 6.3 percent in the preceding twelve months and eggs only 16 percent as compared with the decline in cereals of 40 to 50 percent and in livestock products ranging from 25 to 40 percent, as shown by the chart on this page.

In August, 1931, the average farm prices for poultry were better than 25 percent higher than during the pre-war period while hog prices were 10 percent lower than they were during the 1910-1914 period.



Poultry Products Have Declined Least

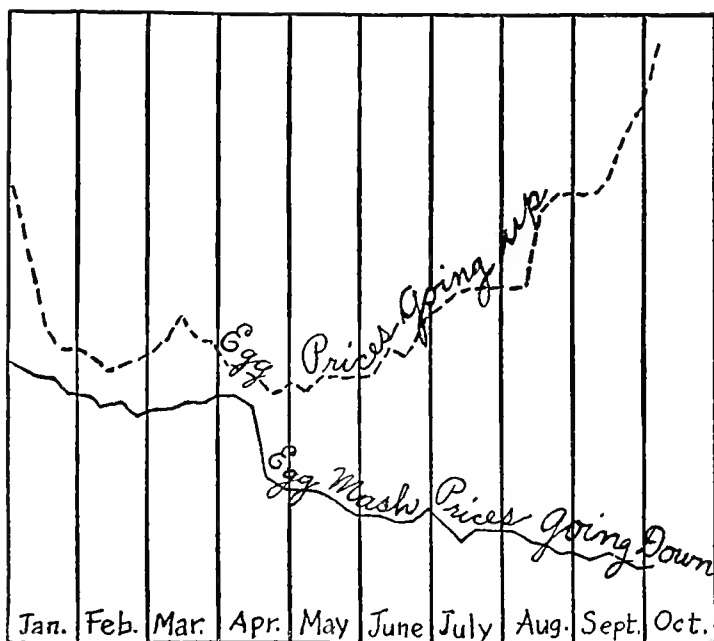
This shows the comparative decline in prices 1930-1931 on leading farm products.

Poultry Is Your Quickest Cash Crop

Don't Miss This Golden Opportunity

Poultry is the quickest cash crop on the farm. In none of the large sources of farm income is it possible for you to build up so quickly as with poultry. You cannot start in raising a large crop of hogs without a foundation herd to begin with. You cannot increase your income from milk without planning a long time ahead and making quite a large investment. The same is true to some extent with cattle and calves.

Poultry raising is different. You can start at full speed with comparatively small investment and in six months begin to get your money back and your profits! Just see what the poultry raisers lost this last year who "quit" the game because they thought there was nothing in it!—the most profitable year for egg production in half a century—the widest spread between the price of eggs and the cost of feed in over 50 years! Even the inefficient poultry farmer has a better chance of making money now than he has had in years, while those with a good laying flock are truly "cashing in." Seize your golden opportunity now and raise Business-Bred poultry, sure.



Poultry raising is a business proposition that seldom fails under good management. But conditions right now will not justify keeping any old kind of chickens. Poultry is the real "pay crop" for you in 1932 if you start right. This holds true no matter where you are—for the farm flock owner, the commercial egg farmer, the broiler producer, or the capon raiser. And we cannot overlook the back lot poultry raiser who finds poultry a money-saving answer to the family food supply question.

That Poultry Money

"Oh, 'The Missus' takes care of the chickens!" Yes, and on most farms the chickens are taking care of the groceries, the school books, the shoes and the mittens, flowers to make the home cheery and the little things you need around the home. Sometimes the chickens help to send the boys and girls to college. Many times they buy that new dress or coat you've wanted so long.

If eggs were harvested once a year, and the chicken money came in one check instead of in small bits once or twice a week, some of the "men folks" might wake up to the fact that it does pay to raise better poultry—and that it would pay to help clean the chicken house and fix things up a little better once in a while!!

You Must Have Business-Bred Poultry to Make Money

There is just one common-sense plan to follow to make money with poultry on the farm. It is an "old reliable," never failing, five-point guide—the star secret to poultry success:

1. *Start with good stock.* If you are after eggs you must start with stock that has the *ability* to lay bred into them—high egg production is inherited.
2. *House your chickens comfortably*—overcrowded, badly ventilated, dark and dirty quarters make poor workshops.
3. *Feed a complete, balanced ration* at all stages—no one has ever found a way to grow poultry profitably and get lots of eggs without good feed, fed right, start to finish.
4. *Keep your stock healthy*—don't let worms, lice, mites and disease get a start in your flock.
5. *Market a good product, wisely*—and this is just as important as any one of the four other points!

Profits Depend on Egg Production

Mighty few farm women keep chickens just for the fun of it. The poultry flock is a cold-blooded money-making proposition for most of us, and especially so in times like these. The trouble is that too few of us really figure things to know where the profits are.

Receipts from the sale of eggs are more than two-thirds the total poultry income—more than twice as much as from the sale of market poultry of all kinds—broilers, roasters and hens, etc. Figures taken from a large number of Ohio farm flocks, for example, showed:

Leghorns, averaging 132 eggs per year, egg receipts 82 percent of total.

Heavy breeds, averaging 128 eggs per year, egg receipts 69 percent of total.

It is a hard matter to increase the income from meat because you have just about so many birds to market during the year no matter what happens but you *can* increase the egg income with very little cost—higher egg production is the whole answer. This has been proven many, many times. For instance, look at these figures averaging four years of Ohio farm flock records showing the relation of egg production to profits:

Birds laying over 180 eggs per year: average profit per bird, \$3.35.

Birds laying 140 to 180 eggs per year: average profit per bird, \$2.42.

Birds laying 100 to 140 eggs per year: average profit per bird, \$1.58.

Birds laying less than 100 eggs per year: average profits per bird, 61c.

Get the eggs! Start with Business-Bred poultry—stock that has the *ability* to lay. Then handle them right—good feed and care. That's the secret of money-making poultry, anywhere you are.

In Normal Times

—it takes about the first 80 eggs a hen lays to pay for her "keep." If she lays 100 eggs she pays a profit of 20 eggs. If she lays 120 eggs, your profit is 40 eggs. A hen that lays 120 eggs is worth *two* hens which only lay 100 eggs each! Then figure the profit on birds that lay 140, 160, 180 and 200 eggs—in normal times, mind you!

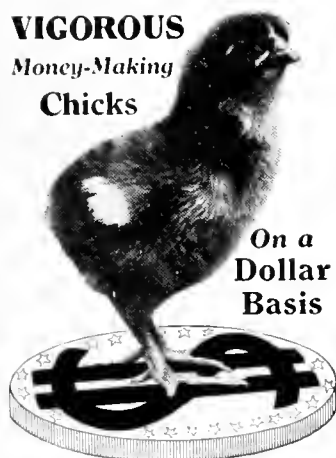
—But these are much *better* than "normal" times! Feed prices were never more favorable. Two dozen eggs will buy a good Business-Bred chick—raise it properly and help to feed a hen her first year. Loafers cost about as much to feed as record layers. Just look at the profit this year for those who buy good stock that is bred to lay!

Start with Business-Bred Poultry

20 Popular Purebred Varieties of Profit-Payers

Guaranteed to Live!

VIGOROUS Money-Making Chicks



There is no easier, safer, surer way to raise poultry than to start with hatchery chicks. But what a difference there is in them! They may all look alike when they are hatched, but how different when they grow up! In poultry as in any other kind of livestock, only that with real breeding behind it pays. There is no better way to make the biggest profits than to buy AJ Business-Bred Chicks, produced only from good, healthy flocks of carefully selected breeders backed by a definite program of improvement that gives you better baby chicks *every* year.

So certain am I of our ability to give you chicks as fine as you ever saw, wherever you may live east of the Rockies, that I make the *strongest guarantee* ever offered by any reputable hatcheryman. Be sure to read my Triple Guarantee on page 10 and why we can make such a liberal one. On each and every shipment of AJ chicks we guarantee the quality, guarantee safe delivery and *guarantee livability* for you.

AJ Standard Quality Matings

My Standard Quality Baby Chicks come from flocks that have been carefully culled for health, size and egg production with type and color true to breed. We guarantee them to measure up to all requirements of official State Accrediting. Don't expect cheap chicks to make money for you. When you buy cut price chicks you cut your profits, too. Fill your pocketbook with good "hen money" and have a flock of which you can be truly proud—buy purebred chicks at fair, popular prices—prices that let me give you honest value. Buy AJ Standard Quality Chicks in any of these popular breeds!

American White Leghorns
English White Leghorns
Brown Leghorns
Buff Leghorns
Mottled Anconas
White Plymouth Rocks
Barred Plymouth Rocks
Buff Plymouth Rocks
Single Comb Rhode Island Reds
Rhode Island Whites

White Wyandottes
Silver Laced Wyandottes
Buff Orpingtons
White Orpingtons
White Minorcas
Buff Minorcas
Black Minorcas
White Jersey Giants
Black Jersey Giants
Light Brahmas

AJ Chicks Have the Vitality

ALYS JOHNSTON CO.

Received your chicks you sent me yesterday all O.K. and all alive. I can't tell you how well I am pleased. They sure are nice and have the vitality. If I can help you in any way would sure be delighted. Thanking you again for your kind favors.

Mrs. J. E. BARTHOLOMEW, Okla.

AJ Superior Purebred Matings With Pedigreed Sires

Here, now, is the best investment for anyone preferring purebred chicks and wanting to make the most money. The ability to lay is hereditary. High egg production is not possible without, first, skillful breeding. The few cents difference in the first cost of the chicks is worth dollars to you in the egg basket. It costs no more in time or money to feed and care for pedigree-sired chicks than any other kind. It is just common-sense advice to pay the difference and reap a golden egg harvest. You can raise the standard of your flock quickest with AJ Superior Chicks. Every parent bird has been most carefully selected and bred for high egg production and every mating is headed by pedigree males from high-record dams. For the biggest dollar's worth in high producing purebred stock, buy AJ Superior Chicks this year:

White Leghorns
White Plymouth Rocks
Barred Plymouth Rocks

Single Comb R. I. Reds
White Wyandottes
Buff Orpingtons

Fairest Prices—Best of Service

Nowhere can you find a more ideal combination on quality chicks! Never have I known such high grade chicks offered at such favorable prices as I am quoting this season. I cannot compete with cheap chicks sold by less particular hatcherymen here and there. Yes, you can pay more than my prices, too, but nowhere will you get more for your money, at any price, than Alys Johnston gives you. That's the greatest thing in "Service" today. It's the thing of which I am proud. Get my latest prices and let me send you the healthiest, huskiest Business-Bred chicks you ever saw!

AJ Eggs for Hatching

If you prefer to buy eggs for hatching instead of purebred baby chicks we can ship anywhere and *guarantee* against loss or breakage in shipment. (We do not sell any PrimeX hatching eggs.) We will promptly adjust any claim on receipt of signed statement from your Express Agent or Postmaster regarding it. If at least 50 per cent of the eggs do not hatch we will replace your original order at half price. Good fertility and vitality are insured by the conditions under which our flocks are kept, and we use the best shipping boxes to insure safe transportation. All eggs are shipped charges collect, by express or mail, whichever you prefer.

AJ Purebred Breeding Stock

Subject to prior sales and our ability to supply I offer you choice purebred mature breeding stock at the following prices:

	All Leghorns and Anconas	All Other Breeds
Standard Quality Males.....	\$3.00 each	\$3.50 each
Extra Quality Males.....	\$4.00 up	\$5.00 up
Mated Trios.....	\$5.00 up	\$5.75 up
One Male and Four Females.....	\$10.50	\$12.25
One Male and Ten Females.....	\$20.50	\$23.50
Additional Females, each.....	\$1.75	\$2.00

Larger quantities quoted on application.

We guarantee all shipments to arrive safely and to be just as represented. If the birds are not satisfactory on arrival feed and water them and advise us **immediately**. We will give you instructions for return shipment, refund your money in full or send other birds to replace them if you say so. Claims can be recognized only under this condition.



PRIME X

SEX GUARANTEED BABY CHICKS

Guaranteed Day-Old Pullets

**Hardier
Healthier
More Vigorous
Quicker Growers
Better Layers**

Guaranteed Day-Old Cockerels

**More Vitality
Quicker Development
Better Feathering
Lower Growing Cost
Better Table Birds**

What Are PrimeX?

In plain everyday language PrimeX are crossbreds—from two different purebred parents, scientifically mated. That's the origin of their distinctive and descriptive name: Prime-X; first cross.

PrimeX are high bred hybrids—much more than just ordinary crossbred poultry. In the first place they are "sex-linked," the result of crossing two pure breeds of poultry which makes it possible to definitely distinguish the male and female chicks when hatched, either by color, markings or some other known characteristics. Secondly, PrimeX are the combination of strains of purebred parent stock carefully selected to produce the best results—especially better layers in the females, and quicker developing male chicks.

Why PrimeX Crossbreds?

In Kansas Bulletin 252 on Crossbred Poultry, Dr. D. C. Warren, the author, says: "The exceptional sturdiness of crossbreds resulting from the mating of breeds and varieties of domestic animals has long been a matter of common knowledge among practical breeders. This sturdiness has been referred to as *hybrid vigor* and has not been limited to the animal kingdom, since commercial use is now being made of crossbred corn. The production of hybrid corn requires the service of a skilled breeder, while animal hybrids may be

produced with no additional cost except that involved in providing one parent of a different breed.

"Use has been made of crossbreds in sheep, swine, and cattle breeding. Such hybrids have been found to be exceptionally thrifty and rapid-growing, making very desirable meat-type animals. The use of crossbreds is much more general in England than in America. Probably the most familiar hybrid is the mule resulting from the crossing of the horse and the ass."

Crossbreeding Poultry

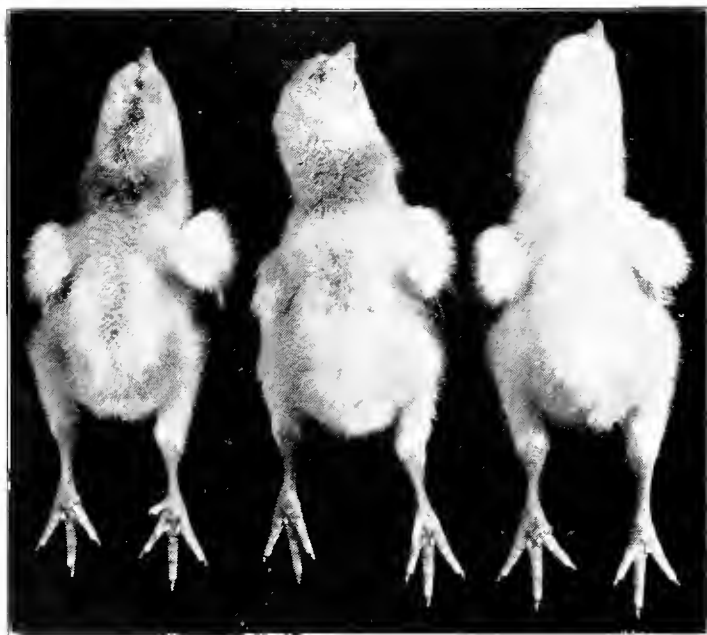
"To the average poultry breeder it may appear inconsistent to suggest the practice of crossbreeding after years of proclaiming the gospel of pure breeding. The use of the pure or standard-bred fowl was urged because it has been improved by skilled breeders and made a more productive and uniform market animal, and when comparing the purebred and the mongrel all these advantages exist. *However, the hybrid fowl, except for color in a few crosses, is more uniform than most standard breeds and in vigor and productiveness it is superior to the breeds used in its origin.*

"Since hybrids cannot be used as breeders they make no appeal to the poultryman who depends upon the sale of breeding stock and hatching eggs for a portion of his income. There are, however, many poultrymen who confine their operations to market eggs and poultry. This group should find the hybrid most profitable.

"There is an element of danger in the possibility that some poultrymen may not heed the warning against the use of crossbreds as breeders. However, one experience should impress this upon the mind of the violator of this law and renew his respect for pure breeds. The hybrid is not in the class with mongrels but has in most cases all the qualities that have given the purebred its high place in the estimation of the live-stock breeder. The chief among these qualities are uniformity and superior productivity, and these are not found in the mongrel. The mongrel is the result of promiscuous breeding while the hybrid is the result of as definite a system of breeding as is the pure bred.

Distinguishing Sex At Hatching

"The need of a method of identifying the sexes of poultry at hatching has long been felt. In most other animals there are external characteristics that make the sexes readily distinguishable. However, in the bird there are no dependable marks for sex until it is at least a few weeks old. With the development of the hatchery industry, this need has been emphasized. With the specialization in the industry, there is a demand for chicks of one sex. This demand is partially being met by started chicks made possible by the storage brooder, but this equipment can never more than partially meet the need. If the poultryman who buys chicks primarily

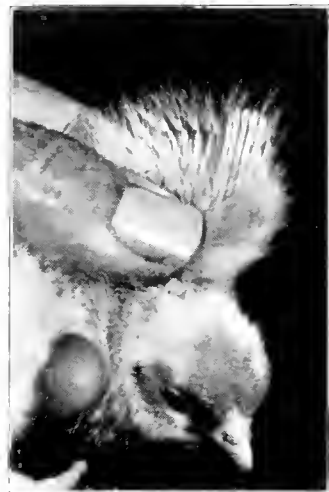


AJ PrimeX Reddot Cockerel Chicks

You Can Depend on PrimeX for Profit



*AJ Legroz Cockerel Chick
showing short wing feathers*



*AJ Legroz Pullet Chicks
showing wing feathering*

of females you want. You have no cockerels to bother with so you save half the feed! What's more you do not risk losses from overcrowding in your brooders and your houses. (Most people put too many chicks together.) And I haven't mentioned the big advantage of PrimeX laying ability.

Just Right for the Town Lot Poultry Keeper

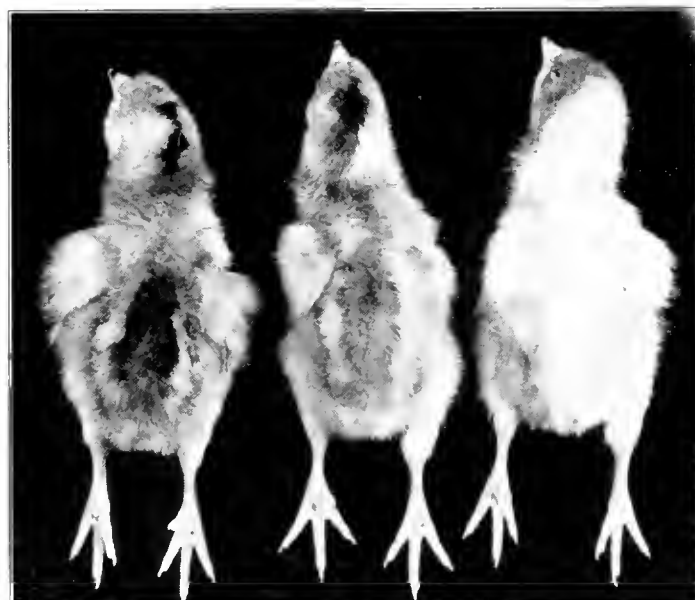
Every chick must pay maximum returns in the back yard or town lot where space and equipment are limited. Where else are the advantages of PrimeX more important than right here? Thousands of people in cities and towns are turning to poultry to help them out this year. Thousands of them, too, will wisely choose PrimeX sex-guaranteed pullets or cockerels to show the greatest profit, dollar for dollar invested.

Economical for the Commercial Egg Farmer

Not only are PrimeX ideal for the woman on the farm or in town, but are most economical for the commercial egg plant. Investment in buildings and equipment is a big item in the cost of production where large numbers of layers are kept, and you must use them to best advantage. All the advantages pointed out for my farm women customers will strike home with the man or woman who keeps poultry on a large scale for market eggs and poultry. It has been proved that first generation crossbreeds are much more vigorous than the purebreds used to produce them, and lay as many if not more eggs as some of the best production-bred strains. If you have never tried sex-linked hybrids buy PrimeX this season and discover the way to greater profits.

Best for Broilers, Roasters or Capons

If you are one of the increasing number who are specializing on broiler production nothing will suit you better than PrimeX guaranteed cockerels. They naturally grow faster and reach marketable size at an earlier age. You have the increased vigor, better feathering (fewer barebacks) and more disease resistance. PrimeX mean more broilers at a lower cost per pound and they help you top the market. They turn losses into profits. Start right with PrimeX. Make your own comparison if necessary to convince you. And they are best for roasters or capons, too—no waste of room, effort or time, on the pullet chicks.



AJ PrimeX Reddot Pullet Chicks

for replenishing his supply of layers can be guaranteed 100 percent females, his facilities for brooding may be reduced by half. In certain regions during the late season the males are reared at a loss, so that it would be more profitable to kill them at hatching. The broiler industry is becoming an important phase of poultry husbandry, and since it is an established fact that males grow more rapidly than females they are preferred for broiler production.

"Prof. R. C. Punnett of Cambridge University, England, in 1919 first suggested a method whereby the sexes of certain crossbred chicks might be identified at hatching by means of color. This was found possible, due to the fact that certain characteristics of poultry follow a peculiar type of inheritance known as crisscross inheritance. This mode of inheritance results only when the cross is made one way and produces daughters that resemble the sire's down color and the sons that have the dam's down color. The term sex-linked inheritance is also applied to such cases.

"There are four well-known characteristics of poultry that exhibit the sex-linked type of inheritance. These are the gold and silver color, barring and black, slate and yellow shank color, and early and late chick feathering. The use of sex-linked crosses has become rather widespread in England, and chick color has been the basis of sex identification. Shank color is not sufficiently well developed at hatching to identify sex by this means. Since the classification of early and late feathering has been based upon the appearance of the tail feather, which do not show until the chick is about a week old, this character was also of no use in distinguishing sex at hatching."

Dr. Warren's newly discovered wing-feathering method, however, makes possible the identification of sex at hatching in certain crosses.

Ideal for the Farmer

Here's the big thing in Alys Johnston's PrimeX! They seem ideally suited for the farmer. Without in any way discrediting the standard breeds of purebred poultry we do believe PrimeX come nearer to satisfying the *average* needs of my thousands of farm friends than anything yet produced in the poultry world. You keep chickens for the good "egg money" you'd like to get. You are not very particular about the kind, as long as they are good layers and easy to raise. Not all of you are ideally equipped for brooding chicks, especially with a brooder house large enough to avoid crowding. You want to have at least a certain number of layers and, of course, you usually have to start with twice as many chicks as you expect to raise because half of them will be cockerels. And the cockerels are such a bother, you say.

PrimeX guaranteed day-old pullets solve the problem ideally. They are less trouble to rear. They grow stronger and resist disease better. You buy according to the number

Three PrimeX Crosses to Choose From

PrimeX Legrox

Heavy type, egg-bred White Leghorn males mated to selected White Rock females is our first and very popular PrimeX cross. Sex is determined by Dr. Warren's rate-of-feathering method and is guaranteed at least ninety percent accurate. No other sex-linkage is known in crosses using the White Leghorn. Pullets from this cross inherit the quick-feathering characteristic of the Leghorn male parent and at hatching have well-developed wing feathers. The cockerel chicks inherit the slow-feathering tendency of the female parent and when newly hatched have none or very short flight feathers. The difference in feathering is not shown in the adult birds.

Both sexes of this cross are uniformly white birds with an occasional flecking of black or slight smokiness. The pullets mature with many of the typical Leghorn characteristics, averaging mid-way in weight between the two parents. They are persistent, heavy layers of large eggs, slightly tinted in color, but very uniform.

PrimeX cockerel chicks of this Legrox cross are specially desirable for broilers. Many of the most successful broiler plants use purebred Leghorn chicks exclusively because of their advantages over other breeds in rapid early growth and livability. Hybrid vigor and part Plymouth Rock parentage make PrimeX Legrox excel purebred Leghorns in this respect. They make 2-pound broilers quicker than any other variety. For roasters and capons they are not as popular as the all-heavy crosses although Legrox are more marketable as table fowl than Leghorns on account of their larger size.

PrimeX Redrox and Reddots

Two outstanding heavy breed crosses in which we can guarantee 100 percent all pullets or all cockerels, bring together some of the best to be had in America's leading breeds: Big, Business-Bred R. I. Red males mated to selected Barred Rock females produce Redrox and to Wyandotte females produce Reddots.

The same good care used in mating all AJ flocks is used in selecting only healthy, husky purebred birds for these crosses. PrimeX chicks produced from them are typical examples of all the advantages to be found in scientific hybridization.

Pullets from both of these crosses are large, vigorous birds, adapted to a wide range of conditions and are heavier layers than either of their purebred parents. Their eggs are large with uniformly brown shells.

The cockerels mature even more quickly than purebreds—feather better and have more resistance to disease. They make excellent broilers and most profitable capons.

Choice between Redrox and Reddots in either pullets or cockerels is largely a matter of personal preference. We usually recommend that you leave the selection for us to decide depending on which we can supply to your best advantage nearest the delivery date requested. Following are the only important distinctions:

Pullets in the Redrox are all black on top when newly hatched. Their adult plumage is mostly black with some reddish breasts, necks, and feather lacing. Reddot pullets are buff to red in color and may show some striping.

Cockerels in the Redrox carry the characteristics of purebred Barred Rocks, both as baby chicks and mature birds, while Reddot cockerels are white or yellowish in color with some smokiness and sometimes narrow striping (but never buff or red) when hatched. Mature Reddot feathering is white but may carry some Columbian pattern with black lacing in the neck and tail.

No Sex-Guarantee on Purebred Chicks

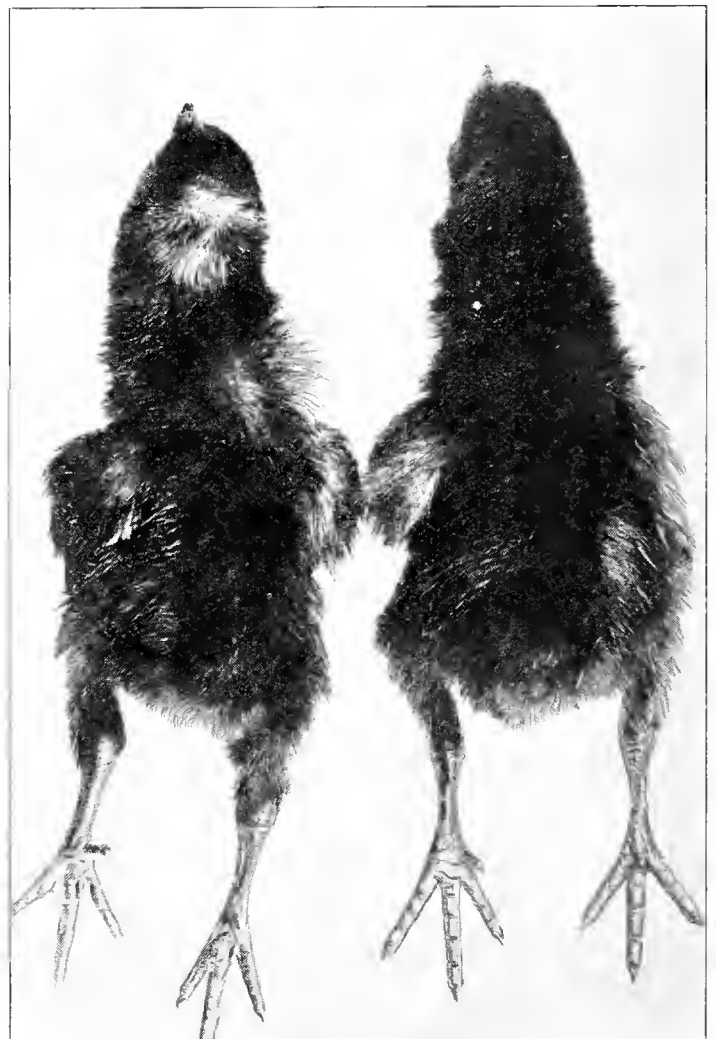
There is no way yet known to accurately determine the sex of pure-bred day-old chicks. Many schemes to do so have been exposed as fakes, including the frequently mentioned "oriental" method of the position the chick holds its legs when suspended by the head! Sex can be guaranteed

only in crosses of certain pure breeds that show criss-cross inheritance as has been explained. Commercially only certain crosses are practical. So far, too, we have not found a satisfactory sex-linked crossbred that will lay a white-shelled egg, but work is being done on this. We cannot offer PrimeX eggs for hatching, of course.

Only Alys Johnston Sells PrimeX!

If you are a fancier at heart, or you want the fun or experience of mating and breeding poultry, or have a particular fondness for any one breed of poultry, by all means buy nothing but good foundation stock in AJ standard-bred pure breeds. You cannot find better values anywhere. If you are one of the many thousands who just keep chickens for their usefulness—want the kind that costs the least and pays the most commercially, then I can recommend PrimeX. PrimeX is our own trade marked name for the best there is in sex-linked crossbred chicks. You can get PrimeX from no other breeder in the world. Only Alys Johnston sells and guarantees them.

Remember that PrimeX are not new breeds or varieties. We thoroughly believe in the principle of making the useful more beautiful and the beautiful more useful. There will always be an increasing demand for standard bred birds—and there is a big growing demand for PrimeX! Cross breeding makes the fancier's work more important than ever because the greater the care in the selection of the pure breeds for crossing the better the crossbreds. But I warn you again not to try to breed from PrimeX males or females. It won't work! Always come back for more to replenish your flock—you'll want to, every year, after you've tried them.



AJ PrimeX Redrox Cockerel (left) and Pullet (right)

AJ Chicks Are Guaranteed to Live

Healthy, Selected Breeding Stock Makes Better Chicks for You

Every egg set in our hatchery is from a hen which has been individually handled and carefully inspected by a qualified inspector. Health and vigor are the first requirements. Good egg laying characteristics are the next essential to pass inspection. Then the bird must be of good size and true to type for the breed. No bird with a single disqualification is allowed to remain in any of our purebred flocks. In fact we guarantee them to meet the standard require-



ments of Official State Accrediting. Inspection of our PrimeX breeding flocks is just as exacting as to health, vitality and egg production. This most careful selection of the parent stock in all our flocks is responsible for the uniformly high quality of our chicks in every breed and kind we offer you.

Only Large Uniform Eggs

The size and quality of eggs laid by your flock often means quite a difference in the price they bring on the market. Layers of big eggs do not come from small egg parents. Moreover, you cannot get big, husky chicks from undersize eggs! We are just as particular about selecting our eggs for setting as we are about every other step in the very important job of producing AJ Chicks for you. And our customers know the difference!

Double Health Insurance

AJ Chicks are healthy chicks and come to you free from infectious disease germs. First, we hatch only from flocks that are under frequent health inspection, with *every bird*

blood-tested by the Government methods to remove carriers of Pullorum Disease (Bacillary White Diarrhea). Second, we use a new method of fumigation during the hatching period which absolutely controls any possible infection in the incubator or from one chick to another. This new fumigation process is satisfactorily employed only in the special Smith Incubator equipment in which AJ chicks are produced—under the supervision of an expert operator. It has been conclusively proven by tests conducted by leading State Experiment Stations to be far more effective in controlling disease than any other system, and it has not been found practical for use in ordinary incubators of other makes.

Double health insurance is just one of the many important reasons why AJ chicks will make more money for you. You can always buy them with confidence and brood with success.

AJ Chicks Satisfy Everywhere

My PrimeX pullets surely are fine chicks.

EARL WILSON, Ohio

Baby chicks arrived on time, all in good shape.

S. A. VOORHIES, Louisiana

I got my chicks O.K., all live and smart, and thank you for the extra ones.

MRS. PETER PHAIR, Maine

The PrimeX chicks you sent us a few days ago arrived in fine shape and we are very much pleased with them.

C. C. DINSMORE, West Virginia

I am talking Alys Johnston baby pullets to everyone. People from far and near came to see them, believing it could not be done, but seeing is believing, so everyone was convinced.

MRS. F. N. PAISLEY, Illinois

Please send me your price list on baby chicks. I had fine luck with what I bought of you last May. Hoping to hear from you soon. I remain,

MRS. EDW. F. WOLFF, New York

Received your chicks this morning and all O.K. They're surely peppy chicks. We opened the boxes and they jumped out like rabbits. Thanking you for such good arrival, I remain,

ROBERT FULTON, Ohio

The 100 PrimeX pullets arrived O.K. They are sure nice. I never saw better. The only thing I am afraid of is that they won't be pullets, for they all seem too big and strong to be pullets! But I am taking a chance and want a hundred more just like them (100 PrimeX pullets) to be shipped as soon as possible.

GERALD B. PHILLIPS, New York

Please find check for 200 chicks to be shipped May 18.

My Whites arrived all alive and smart and are doing fine. They weighed 1 $\frac{1}{4}$ each at six weeks old.

C. E. HARTFORD, New Hampshire

Chicks arrived this morning. All seemed to be in good condition. Trusting this to be first of a long and satisfactory service with your company.

MRS. ALMA McNAMARA, Louisiana

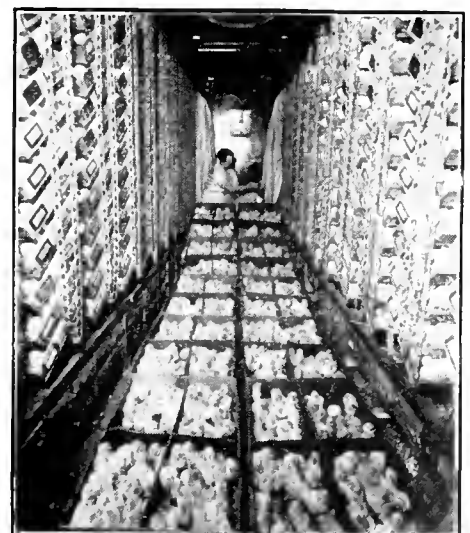
Received chicks in good condition. Must say they are lovely big chicks and look to be splendid type, even so young. Would you please advise me how much your best pedigreed chicks would be. Many thanks for quick shipment of chicks received.

MRS. HENRY LE BARRON, New York

Smith Incubators Produce Perfect AJ Chicks

A chick well hatched is more than half raised. Our Polo Hatchery and associated producing plants near you are equipped with the best incubators money can buy. Ideal conditions of both temperature and moisture are under perfect control. They do not vary so much as one degree. So perfect are the chicks produced in these modern Smith Incubators from the quality of eggs we put into them that many a customer has sworn never again to try other chicks as long as they can buy here! They have proven best by test.

It takes more than just owning an incubator to make a good hatcheryman and turn out AJ quality. Anyone with common sense can follow the manufacturer's operating instructions, but the production of a first class baby chick depends on a great many factors for which there are no set rules by which to go. There is a science, an art, gained only by long experience. Smith Incubator equipment takes much of the guess out of it, reduces all hazards to a minimum. For example, all AJ Chicks are handled under correct conditions. All the work is done *inside* the incubator. Pipped eggs are never chilled when inspecting the hatch. The chicks are not weakened by exposure to sudden changes of temperature and moisture in taking them out of the machines. This and many other details not commonly understood make a big difference to you when you buy chicks.



It Pays to Grow Healthy Chicks

Insure Your Own Chicks the AJ Way

Would you be interested in insurance against losing more than 10% of your chicks this year, and a guarantee that more than forty per cent of your chicks will develop into good pullets for the laying house?

No one that we know of is writing such insurance or guarantees, but you can handle these matters yourself to insure against high mortality of chicks, and housing a high percentage of your chicks as good laying pullets.

Yes, it can be done and is being done each year by careful poultry raisers. For the past four years poultry raisers in one of the Eastern States who followed all of the recommendations in the "Grow Healthy Chicks" work have each year lost less than 10 per cent of their chicks on the basis of weighted averages. During the past two years this same group housed 43% of their chicks as laying pullets.

Those poultry raisers not following recommendation No. 1, about buying chicks of AJ quality, lost more than 15% of



Use a
Good
Brooder.
It Pays!

(See pages 21-23)

their chicks and housed about 38% of them as pullets for laying.

Those not following recommendation No. 4 lost about 12% of their chicks and housed about 38% of the chicks as pullets, while those not following both No. 1 and No. 4 lost nearly 20% of their chicks and housed 3% of them as pullets.

Those not following three or more of the recommendations lost about 25% of their chicks and housed only one-third of their chicks as pullets.

Records kept in Missouri prove that poultry growers who follow the "Grow Healthy Chicks" program endorsed by State and Federal authorities not only have more eggs in the basket at the end of the year, but they have more money in the bank. Flocks raised according to the rules of the healthy-chicks program averaged 165 eggs per hen, with an income over feed cost of \$2.66 per hen, while flocks raised under ordinary methods produced only 147 eggs per hen, with an income of \$1.86. The difference in favor of the "Grow Healthy Chicks" plan was 18 eggs and 80 cents net income per bird.

Grow Healthy Chicks

Your best insurance lies in following this "Grow Healthy Chicks" road to lower mortality and higher profits. This plan is, briefly:

1. **Start with Quality Chicks**—Use AJ Business-Bred chicks properly hatched from blood-tested, disease free, productive flocks that are properly fed. Other flocks may be healthy and of good breeding but AJ chicks are triple guaranteed.

2. **Use Clean Brooder Houses**—To properly clean the house means more than merely raking out the dirt and filth. Scrape, clean, sweep out and then scrub the house and all equipment with hot lye-water (1 lb. lye to 20 gal. boiling water). Then rinse to make a thorough job. Provide good ventilation without drafts and use only a good brooder.

3. **Allow Plenty of Room**—Putting too many chicks in the brooder houses and yards is the most common and yet the most expensive mistake that poultrymen make. Every problem that besets the brooding of chicks is made worse by overcrowding. Smothering, chilling, overheating, bad air, dirty litter, contaminated soil, toe picking, tail picking, coccidiosis, bronchitis, naked chicks, runts—all of these evils are made more difficult to avoid. As a result of overcrowding, one often comes through with fewer good broilers or pullets than if he had started with a much smaller number of chicks.

Start with not more than three baby chicks per square foot of floor space. A 10 x 12 foot house will accommodate up to 350 or possibly 400 chicks. Separate the cockerels when they weigh 1½ to 2 lbs. If more than one pullet per square foot of floor space remain in the house or if chicks have been brooded in confinement, the summer range shelter is very practical. Pullets always grow faster and make better layers when grown in small groups.

4. **Clean or Fresh Brooding Ground**—Worm eggs and coccidiosis germs are commonly spread through contaminated soil. Use only portable brooder houses and move them to ground that has been free of all poultry and poultry manure for at least a year or two. If clean ground is not available, brood chicks in confinement, using a wire bottom sun porch on the brooder house. Batteries are also practical where confinement is necessary and are particularly good for starting chicks.

5. **Clean Litter**—Clean the brooder house frequently and put in fresh litter to combat attempts of disease to gain a foothold. Cleaning the house twice a week as long as the chicks have heat is especially effective against coccidiosis and other diseases. Never use a dusty litter.

6. **Clean Feeding**—Hoppers and fountains of the type that keep the chicks from getting into them with their feet are preferred. All feeders and fountains should be emptied and thoroughly cleaned at least once a day and more often if necessary. Keep a good commercial chick starting mash before the chicks all the time the first eight weeks. Then gradually change to a balanced growing mash to be fed constantly until mature. Plenty of water, shade and tender green feed are essential range requirements.

7. **Clean Management**—Disease may be carried to chicks, so always clean or disinfect your shoes before entering the brooder house. Promptly kill and burn any weak and diseased chicks and keep older birds away from the brooder house and brooding ground.

8. **Clean Laying Houses**—To get the best results from pullets that have been raised clean, they must be housed in clean quarters. The house they are to be placed in should be scraped and scrubbed as clean as the brooder house was cleaned, and after drying, bedded deeply with good litter. Move the pullets to the laying house just as soon as a few start to lay. Two yards to each house to provide alternate outside runs is to be preferred to free range or a single yard. This allows a two-year rotation plan to be followed.

One nest for 5 hens is considered the proper ratio to prevent crowding on nests and dirty eggs. Where trapnesting is done there should be 1 nest for every 3 hens.

AJ Business-Bred Chicks Are Triple Guaranteed

Guaranteed Quality!

Guaranteed Delivery!!

Guaranteed Livability!!!

We guarantee all AJ Chicks to be exactly as represented—that you will get full value and a square deal.

We guarantee full count of chicks ordered delivered in good condition to your Post Office or Express address. In case of claim have your delivery agent sign a statement and mail to us within 24 hours, and we will make prompt adjustment.

We guarantee against any losses after arrival, as follows:

We will replace any chicks that die during the first 7 days at one-half the purchase price; any chicks which die within the next 7 days will be replaced at three-fourths the purchase price. This very liberal guarantee will not cover losses resulting from neglect or accident, use of improper brooding equipment or other causes not the fault of the chicks, but you are to be the Judge; we depend on your fairness. Any claims for losses after arrival must be mailed to us within 15 days after the chicks reach you.

This Triple Guarantee applies to all PrimeX and Purebred baby chicks except Mixed or Assorted, on which we guarantee only 100 per cent live delivery.

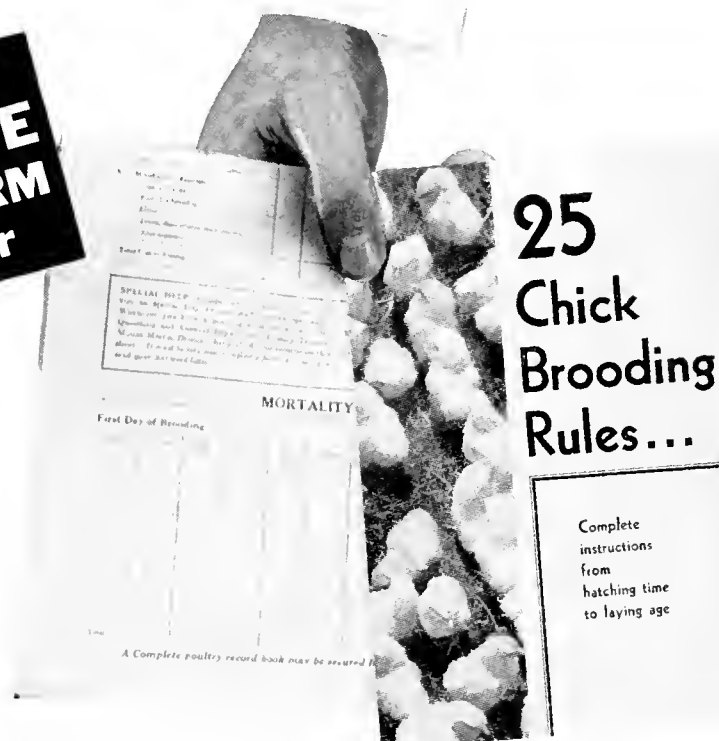
House Your Chickens Comfortably

See back cover page of this book for details of the Alys Johnston-Poultry Tribune 1932 Chick Growing Contest.

**This Brand New
CHICK GUIDE
and RECORD FORM
To All Who Enter**

Earn Big Prizes With AJ Chicks

You have a chance to win \$250 in prize money, and we will give you \$250 additional for your report if you win—a total of \$500! And there are 99 other cash prizes. This contest pertains to chicks (not less than 50) started any time between January 1 and July 1, 1932. The complete record covering the first eight weeks and the 300-word letter must reach this office not later than two weeks after they have reached this age. We enter you when you order your chicks and take care of the entry fee free, but you are under no obligation to send in a report if you choose not to. You will receive promptly this valuable, illustrated 32-page guide. Chick raising will be ever so much easier if you have this complete guide.



What Makes a Good Laying House?

Make up your mind to have the right kind of a poultry house as soon as possible, or not to have any. Either way you'll be time and money ahead in the end. The man who spends too little on his poultry house has already spent too much! A good house should have these features:

1. **Dryness**—Besides atmospheric moisture which is sometimes very heavy, the air which is exhaled by your birds is almost completely saturated. One hundred hens throw off about four gallons of water per day either in the breath or in the droppings. Soil moisture is almost always present also where dirt floors are used. Good ventilation, insulation and good floors help to keep the poultry house dry. In northern states additional heat is often very profitable.

2. **Sunlight**—Plenty of windows are necessary to have a well-lighted house. Rear windows under the dropping boards are very desirable but must be tight. Except in Winter when protection from extreme cold is necessary all windows in the front of the house should be arranged so they can be opened when the sun is bright. Direct sunlight is very valuable as an aid to health and vitality of your layers.

3. **Ventilation**—All poultry need plenty of fresh air. Ventilation is the movement of fresh air without drafts, and to provide plenty of it without having exceedingly low temperature in cold weather is very important. Some recommend open or curtained-front houses, but we do not favor these except in Southern States where Winters are quite mild. The straw loft is fairly satisfactory but quickly catches dirt and dust. Nothing is better for any climate than an insulated house with an inexpensive ventilating system to control the movement of air, and help to control the temperature and moisture problem.

4. **Freedom from Drafts**—All but the front of the house must be absolutely tight, especially around the roosts. Houses more than 20 or 24 feet long should have a partition to prevent end drafts.

5. **Plenty of Room**—Overcrowding is one of the most common faults in poultry houses. Under the best conditions with the proper number of birds in a house, ventilating and keeping the house dry are difficult but when too many birds are crowded in, satisfactory conditions are impossible. Allow four square feet of floor space for each bird of the heavy breeds, while for Leghorns and other light breeds $3\frac{1}{2}$ square feet is usually enough.

6. **Sanitation**—Concrete floors, hinged dropping boards, removable perches, nests and feed hoppers make it convenient to clean the

house, disinfect and maintain sanitation. Dirt floors especially should be avoided.

7. **Economy**—Good materials and good design as well as good construction are big factors in economy. First cost is not the only thing to consider. You may be able to remodel your present house or some other building that can be converted satisfactorily and at less cost than to build new. Or you may be money ahead to build entirely new. A good house need not be elaborate but good lumber should be used so that the three closed sides of the house will be tight.

8. **Convenience**—All equipment should be arranged so as to save the poultryman as much work as possible in the daily routine of tending the birds.

9. **Protection against Rats, etc.**—A full grown family of rats is said to eat or waste as much dry mash as 25 laying hens. Concrete floors with ledged footings discourage rats. One-inch mesh wire screen over all window openings will keep out sparrows which also do damage.

A combination of all these nine factors results in a comfortable house. Even the best bred birds must be comfortable to give good egg production.

Provide Plenty of Feeder Space

Allow plenty of hopper space—at least 72 inches for every 100 baby chicks. If hoppers with individual feeding holes are used, allow one feeding space for each chick. Don't crowd them away from the table! As chicks grow, increase the feeding space so that all birds can eat at one time. There should be one foot for every four hens in the laying house.

Lack of hopper space is responsible for many troubles in raising chicks. A chick is dependent upon feed to keep up its vitality. If through lack of hopper space, the chick does not eat enough feed, its vitality is lowered, and in its weakened condition is susceptible to disease. Once this weakened chick contracts a disease, it often spreads through the whole flock. Again, we caution all poultry raisers to start with at least 7 feet of hopper space for every 100 baby chicks.

Have Enough Drinking Fountains

Provide a sufficient number of drinking fountains—one dish to each 30 chicks when quart glass containers are used.

Five-gallon water fountains of the type that allows the chicks to drink all around, save much labor. Two such fountains will take care of 300 chicks. (See pages 24 and 25).

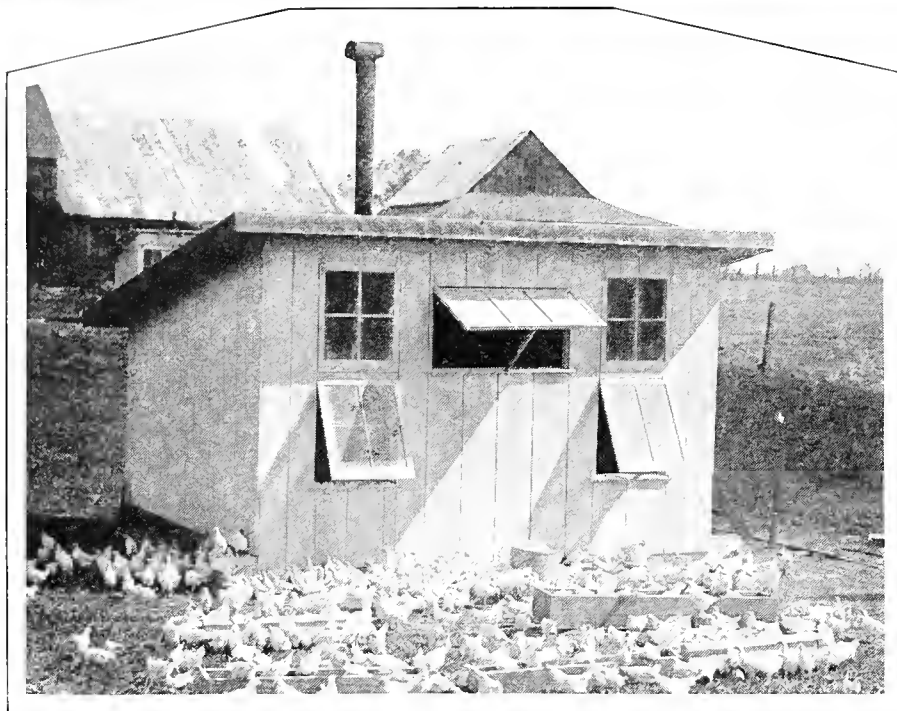
Keep water founts or water equipment on low wooden trays filled with gravel. A 2-inch frame is high enough off the floor. This will help to keep it dry and sanitary around the watering equipment.

Water is cheap and water is important, so don't forget it. Give plenty of it. Take off the chill for the baby chicks.



**Summer
Range
Shelters
Help Make
Profitable
Pullets**

Feed Right — Start to Finish



A Complete Ration is the Cheapest

Hundreds of people tell me they can't afford to feed a complete ration. Nothing is greater folly. It is the cheapest for anyone from the standpoint of poultry profits. No one ever found a way to get eggs without lots of good feed. It takes so much feed to keep a chicken alive and you never get paid for that! You make your money on what you sell—chiefly the eggs, as pointed out elsewhere—and you cannot make eggs until the bird's maintenance requirements are taken care of. The whole business of making money with poultry is getting the chicken to turn feed into eggs at a profit, so we must feed the birds the *right foods* and enough of them to develop and take care of the bird itself and then make eggs. You have to have a balanced ration and the correct vitamins to do it. Short rationing is partial starvation. The big profits in feeding are in the last few pounds of balanced feed eaten, because it all goes into eggs. And everything we do about improved housing and management is to get the bird to eat more so it can lay all the eggs of which it is capable.

Five hundred farm flocks on which accurate test records were kept for over three years positively proved that better feed and more of it produced more eggs and much bigger profits.

Give Water to Get Eggs

Keep plenty of water before your flock at all times and place the fountains near the mash hoppers.

Growing stock needs lots of water for growth. A laying hen needs plenty of water for body maintenance and must have it to make eggs, because eggs are two-thirds water! Good layers will consume as much as 6 gallons per 100 hens per day! Don't let them be without it at any time.

Give fresh, clean water, cool in the summer and with the chill removed in the winter, and you will be well repaid. Remember, water is cheap! (You will find good fountains listed in my supply department.)

All Summer Feeding

Should mash feeding of farm flocks be continued throughout the summer?

The answer is "yes" when we consider the following conditions:

1. If the flock averages larger than 25 hens, the available feed is divided among more hens, the best layers will not get enough to eat all of the time.
2. If good management practices are to be followed. Commercial flock owners all practice continuous mash feeding.
3. If the hens are expected to lay at normal rates. Most hens are bred to lay at a heavier rate than is possible without complete rations.
4. If culling of non-producers is to be practiced. Good layers are easily thrown out of condition when rations vary or are provided in uncertain amounts.
5. If the health of the birds is to be maintained. Vigor and vitality cannot be retained without complete rations.
6. If we consider the feed cost of producing a dozen eggs. Well fed hens will eat about 3 pounds of mash per month. Complete rations stimulate production and reduce the feed cost per dozen eggs.

Feed and Egg Costs

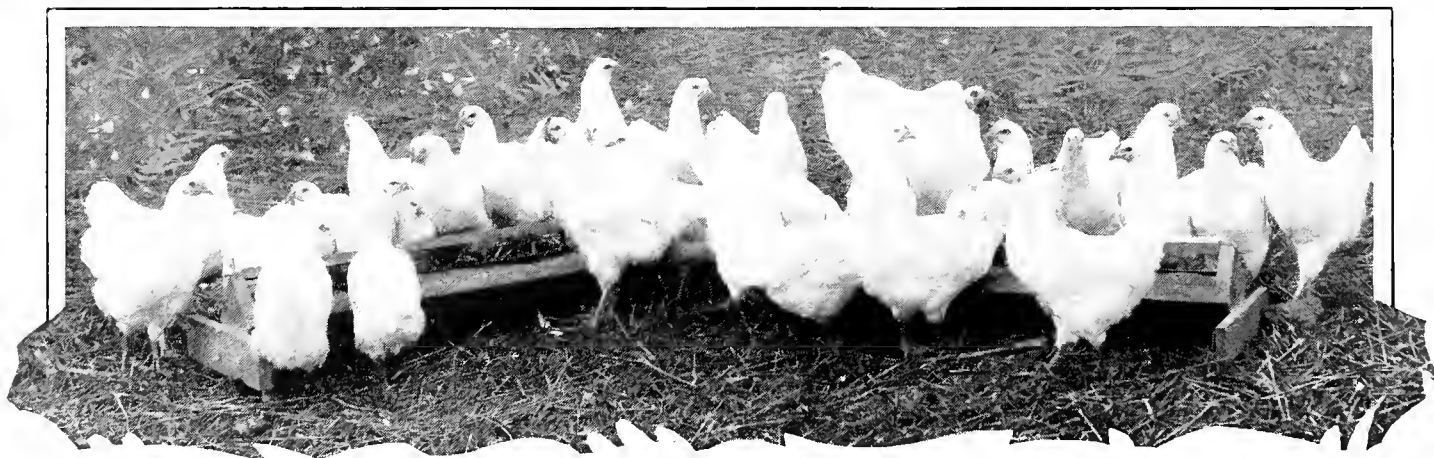
Professor G. T. Klein, Extension Poultryman, Kansas State College, gives the following figures for the cost of eggs per dozen, based on the cost of feed and 50% of egg production (average 50 eggs per day from 100 hens).

Feed Cost	Cost of Eggs	Feed Cost	Cost of Eggs
\$1.50 feed.....	8 cents	\$2.25 feed.....	11½ cents
1.75 feed.....	9½ cents	2.50 feed.....	13 cents
2.00 feed.....	10½ cents	3.00 feed.....	16 cents

He shows that high production is equally as important in holding down feed cost per dozen eggs as is the price of feed. The following figures show the approximate variation, as he figures it, that can be expected when a ration of grain and mash averages \$1.75 for 100 pounds:

Per cent Egg Production	Egg Cost	Per cent Egg Production	Egg Cost
10.....	40 cents	50.....	9½ cents
20.....	22 cents	60.....	7¾ cents
30.....	15 cents	70.....	6¾ cents
40.....	11½ cents		

The value of such figures is to show that the cheaper eggs get, the more important it is to take good care of the flock to



Market Good Poultry Products — Wisely

keep up the best of production so as to produce eggs at a low cost per dozen. Too many do the reverse: the cheaper eggs get, the less care they take of the layers. They are courting loss when they do so. There is never a time when it pays to feed poorly. If it pays to keep a flock of chickens at all, it pays best to keep them in good laying condition, both for the sake of the eggs produced and for the health of the flock. Better keep 10 hens and keep them well than 200 and keep them in poor condition.

Keep After the Worms

Worms are probably the greatest menace to poultry raising, yet one of the easiest to control if persistent methods are followed. They are always present, and if allowed to develop they cause under-nourishment, retarded production, unprofitable birds, and even death. Worms attack young and old stock, but the greatest losses occur in young, growing birds.

Keep on the watch for symptoms of worms: Thin and listless birds, dull plumage, sunken eyes, long beaks, pale combs, legs and wattles. Frequently there is paralysis, sometimes a diarrhea and often blindness. Whenever your flock is out of condition it is safe to suspect worms. Combat them with good worm medicine. Better yet, prevent worm infestation by sanitation and the use of proper preventives. I will be glad to suggest ways for this if you will write me.

Three Types of Lice

Three distinct types of lice are likely to be found on poultry that is not regularly deloused. These are head lice, infesting regions around the head; body lice, that cover the entire body, and depluming lice which make their home on the feathers and chew the feathers instead of the skin of the bird.

Blue ointment and lard, equal parts, make a satisfactory ointment for individual treatment. Good louse powders are also to be had for thoroughly dusting each bird. Far less labor is required in the application of "Black Leaf 40." It is one treatment that gets all types of chicken lice, and is applied to the perches about an hour before the birds go to roost. The fumes suffocate the lice and you will have trouble finding any in the morning if the job has been done right.

Not Difficult to Control Mites

The common chicken mites usually appear early in June. When once established they multiply very rapidly, as only eight days are required for their development from eggs to adults. Treatment is simple and easy. Apply with a paint brush any of the crude oil products, standard disinfectants or Black Leaf 40 in the undiluted form to the nests, roosts, supports, and walls adjacent to the roosts. When the house is treated before the mites appear, their control is easy.

Poultry Sanitation

The Poultry Division of the Agricultural Extension Department of Purdue University has laid down ten rules for poultry sanitation which, if followed, will help to keep flocks healthy and free from disease.

1. All mature birds should be confined to a limited area by the double yarding system, and not allowed to range with the young stock.
2. Houses for mature birds should be equipped with concrete or board floors.

3. Houses for mature birds should be equipped with dropping boards and a 1-inch wire mesh should be attached to the bottoms of the perches.

4. Houses for mature birds should be cleaned regularly and the dropping boards should be cleaned twice a week.

5. All mature birds should have access to the outside during the afternoons of fall and winter—regardless of the weather.

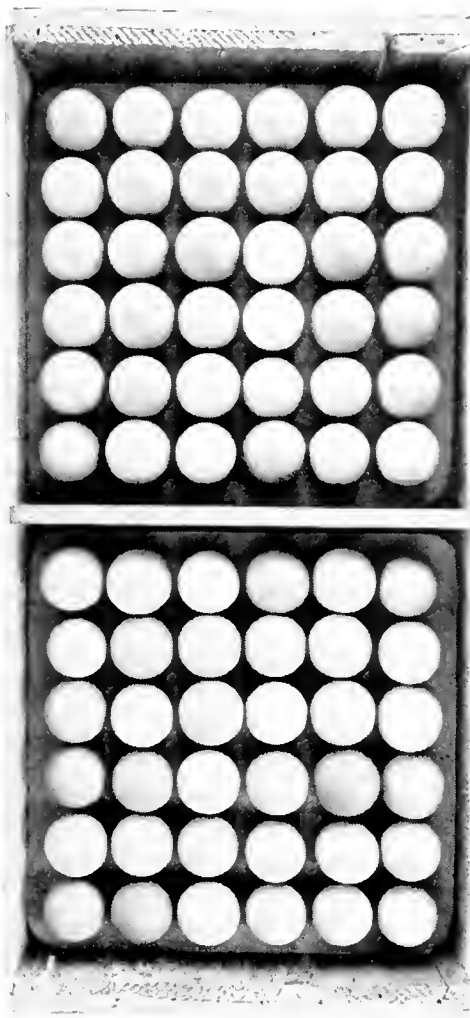
6. All mature birds on the farm should be tested for Bacillary White Diarrhea by the agglutination test. Those which react should be removed immediately and the poultry yards and houses given a thorough cleaning. A new yard is preferable.

7. Eggs from blood tested stock should not be hatched in the same incubator with eggs from untested stock.

8. All brooder houses should be thoroughly cleaned before placing chicks in them and should be cleaned once a week thereafter.

9. All chicks should be grown on ground where no chickens of any age were allowed to run the previous year. A three year rotation is preferable.

10. The droppings and litter removed from all poultry houses should be placed on ground that will never be used for poultry.



Extra Poultry Profits

There are many different ways you can earn extra dollars from your chickens, instead of just taking the common market price for your eggs at the grocery or selling to the "wagon man" or the poultry buyer when he comes around. What is best in your own case depends on your location. Selling direct to the consumer is one of the first and most profitable ways to do it. You should have the book "100 Proven Direct Selling Plans for Eggs and Poultry" (see my Book Buyers' Service on pages 58 and 59).

You can advertise in the Sunday papers of nearby large cities and sell eggs and dressed poultry by parcel post to city families.

You can build up an egg route in your neighboring town and sell new-laid eggs, at top prices, delivered twice a week or oftener.

You can start a road stand or put out an attractive sign, if you live on a highway, and sell fresh eggs, broilers, "springs" or roasting chickens in season.

You can arrange with some grocery stores which cater to the best city trade to handle your eggs neatly packed in cartons with your farm name on them if you like.

You can install a battery brooder, buy PrimeX cockerel chicks and produce broilers for special markets. Or you can caponize them and market "Fancy Capons" at long prices.

These and numerous other ways will suggest themselves to you for making extra dollars, such as canning and

selling your surplus, selling to hotels or clubs or shipping direct to the big cities. I am always delighted to learn of new and unusual ways in which my customers increase their profits from their A J flocks. Write and tell me what you have done!

Whatever you do and however you do it be sure to start right with A J chicks. A good start is half the race. Remember—A J poultry will pay the bills in 1932!

Make Greater Profits from Quality Eggs

To command the top prices you must produce good eggs, then keep them good and market them right, while they are fresh. If you have good, healthy hens (raised from A J chicks, of course!) feed them right and give them good care you will produce good eggs. Here are a few suggestions:

1. Size. Feeding influences the size and quality of eggs. It is important that a well-balanced laying mash be fed.
2. Keep the poultry house and yards clean so the hens can keep clean. Hens will keep clean if they have a chance. Dirty eggs cause

Regardless of Breed You Want AJ Quality



especially so for goods shipped to distant points, as such goods always hold their quality for longer periods and for storage purposes.

Semi-Scald—This method is a combination of Dry Picking and Scald Picking, the birds are killed the same as for Dry Picking, then plunged into water at a temperature of 125-130 degrees Fahrenheit and held there for half a minute to a minute depending on the toughness or tenderness of the skin and according to age of the birds. They are then picked as in Dry Picking. This method takes longer than the full scald but less time than the Dry Picking. It gives almost as fine appearing carcass as the Dry Picking, eliminating the blotching and cooking effect so common in full scald which is the least desirable of any method and which we do NOT advocate or explain in this Service Book. Most any high class trade refuses to handle full scald stock but will buy Semi-Scald if properly done.

AJ Turkeys

Many good farm women are making extra money with turkeys. It is not hard to raise baby poults. Clean ground and good feed are the two essentials. The method of feeding poults and the kind of feed is very similar to feeding chicks. The principal problem with the new babies is to get them to eat but this is easily accomplished by putting some fresh green feed on the mash and even on the drinking water. Most baby poults will immediately eat green stuff but are apt to starve to death before eating feed of any other color.

Put the baby poults on a wire floor, in the brooder house or in a battery brooder with wire floor, for the first six or eight weeks and keep it cleaned out underneath. When the poults run outdoors give them a clean grass range and move house and yard every week. If raised in close confinement you can keep them on a wire all the time with good results. Blackhead that does not bother chickens may be very serious with turkeys unless they are handled this way.

Turkey raising is no longer limited to the Thanksgiving and Christmas markets. There is a growing demand throughout the winter season. The Bronze Turkey is most popular, White Holland next and the Bourbon Reds fast gaining in popularity. I can supply you with Eggs in any of these varieties and with Mammoth Bronze Poults (Baby Turks). Tell me what you want and I will quote you prices.

I advise your ordering not less than 12 baby poults in a lot. They are shipped just like baby chicks and we guarantee 100 percent safe delivery on any shipment of not less than six.

AJ Ducks

Every poultry raiser should have some baby ducks. They can be raised just like baby chicks under a brooder or with hens and they are very healthy. None of the diseases which attack chicks are common to ducklings, and you do not need a pond to grow them.

Ducks are easy to raise and can be made just as profitable as chickens either as a side line or as a special business on a large scale. Of the meat breeds the White Pekin is most popular, while the leading egg varieties are the Fawn and White Indian Runner and the White Indian Runner. I can supply you White Pekin Baby Duck Eggs in these varieties. Tell me what you want and I will quote you prices, without obligation.

AJ Geese, Guineas and Pheasants

One of my friends has made more money with her geese this year than with all of the rest of her poultry. I can supply Hatching Eggs and Baby Goslings in Giant Toulouse and White Embden varieties. State which you want.

Guineas are available in breeding birds or Eggs. I can supply either the Pearl or the White Guinea. Write me.

Pheasants are an attractive addition to any farm. The Ringneck is most popular. I can supply eggs or fine breeding stock of this variety or some of the rarer kinds like the Gold, Silver, Reeves, or Lady Amherst. Prices on request. State what you want.

AJ Pigeons

There are many fancy varieties of pigeons that are both attractive and fascinating as a hobby but I recommend and can supply only the squab breeders such as the White King, Carneaux and Homer. Commercially there has never been an oversupply of squabs. They are ready for market in 30 days. There are reliable houses in the larger cities that specialize on both live and dressed squabs for the hotel and club trade. Some breeders make more money raising squabs than with any other livestock. They are easy to care for and an excellent way to interest the boy or girl in a profitable hobby. I know my prices will please you and may start someone in your family on a good money-making venture that can be made a real business.

AJ Bantams

Bantams are one of the most useful and fascinating pets for the youngsters and the love of them lingers in the heart of many a grown-up. I can supply both breeding stock and eggs in the leading varieties. Ask for prices.

See pages 58 and 59 for good books on how to make money with all kinds of poultry and small stock. A small investment in books can bring dollars to you in savings and in added profits.

under grades. Have at least one nest for every five hens and keep the nests clean, with fresh shavings, straw or sawdust. Equip the house with dropping boards and wire netting immediately under the roosts to keep the hens off the dropping boards. Droppings as well as damp straw easily stain eggs.

3. Never wash eggs or use a damp cloth on them. Washing destroys the keeping qualities and washed eggs are classed as undergrades. Use steel wool or a dry cloth to remove any dirt. Leave eggs dirty rather than use any moisture to clean them.

4. Infertile eggs keep better than fertile eggs. Blood rings are found only in fertile eggs. Life starts immediately in a fertile egg unless kept at low temperature. The embryo starts to grow and then dies. (Nobody wants to eat this kind of an egg.) Produce only infertile eggs. You do not need a male in the flock unless you are breeding. Then swat the rooster as soon as you are through setting eggs.

5. Gather the eggs in a basket using plenty of straw. Checked or cracked eggs bring less money. One broken egg in the basket will stain many others.

6. Gather the eggs several times a day and cool them several hours before packing.

7. Keep eggs in a cool, dark, dry room. Damp, dirty rooms cause mold. Avoid heat and keep eggs away from offensive odors which they readily absorb such as kerosene, onions, coal tar disinfectants, etc.

8. Watch for blind checks. If there are many in your eggs the roosts may be too high, or there should be a ladder from roost to floor. See that the roosts are level. The stepladder style of roost is out of date!

9. Odd-shaped eggs are usually from one or two hens. Cull them out. An egg is like a fingerprint—always a positive identification of the hen that laid it.

10. Avoid overcrowding and poor ventilation. Again let me remind you to allow each bird at least three square feet of floor space and provide plenty of mash hoppers and drinking fountains.

11. Market eggs two or three times a week. Age is one of the worst enemies of quality. Delay in marketing lowers the quality and deprives you of top prices for your eggs.

12. Market eggs in 12, 15 or 30 dozen cases, using pads and fillers. If you are shipping always pack in new 30-dozen cases or good used ones. Use fillers that are in good condition because broken fillers mean broken eggs. Use only cup flats and pack the eggs with the small end down. Never use plain cardboard flats or paper between layers in the case.

13. Grade your eggs as to size when packing and always pack eggs of one color together if you wish the best return. All white or all brown eggs sell higher than mixed colors. Big uniform eggs with firm shells and light-colored yolks—these are the eggs that bring top prices in the better markets. Start right at the beginning with AJ Business-Bred Chicks and do a good job at every step along the way. This is the road to greater poultry profits.

Best Methods of Poultry Dressing

Dry Picking is more difficult than Semi-Scald and requires skill and practice to acquire speed and best results.

Dry Picking is oftentimes done by two persons, one person rough picking or removing the bulk of the feathers, and the other person who finishes removing the pin feathers and hairs, if any. Dry Picking is by far the best method and

AJ Rabbits Cost Less—Pay Better

THERE IS MONEY AHEAD IN RAISING RABBITS

Uncle Sam Boosts the Rabbit Business

The U. S. Government is doing much to boost the rabbit industry. Not only does it have an exclusive rabbit experiment station, but it has published several bulletins on the industry. In one of them we read:

"Raising domestic rabbits has proved to be an agreeable and profitable business and is becoming an important minor agricultural industry in the United States, although many persons are not yet familiar with the real worth of these animals. It is no longer a pet-stock proposition, and in some parts of the country is assuming large proportions. Thousands of rabbitries have been established, both in large farms specializing in rabbits, and in cities. The small rabbitry actually has a place in human economy, since it can reduce the family meat bill and teach children the principles of animal husbandry during leisure hours. The future of the rabbit business, however, depends mainly upon its producing food and fur in commercial quantities.

"Rabbit raising is not only conducted as a side line to general farming, but also offers inducements to those who can not make it a large-scale activity. In suburbs of many cities it has become a lucrative undertaking. The animals multiply rapidly, and the business of propagating them requires less labor, equipment, and capital than that of raising most other farm stock. Rabbits produce nutritious, palatable meat cheaply and a marketable fur. The manure has a high fertilizer value, also, and should find a ready sale to truck farmers and fruit growers in the vicinity. In the trucking and mixed farming sections of the United States, rabbits are fed various unmarketable products."

Millions of Rabbit Skins Used by the Fur Trade

"Rabbit fur is used more extensively by the fur trade than any other kind. More than 100,000,000 rabbit skins are utilized annually. Of this number, about 55,000,000, dressed and dyed, are made into fur garments and into trimmings for women's coats, suits, and dresses. The remainder, or skins not suitable for garments, are used as linings for men's and boys' gloves and in the manufacture of felt, used chiefly for making hats. In separating the fur for felting purposes, the skins are cut into fine shreds, but these are utilized in the manufacture of the glue.

"About 98 per cent of this enormous quantity of rabbit skins, valued at approximately \$25,000,000, is imported from Australia, New Zealand, Belgium, France and other foreign countries. The United States at present produces less than 2 per cent of the number required to meet the demands of the American trade.

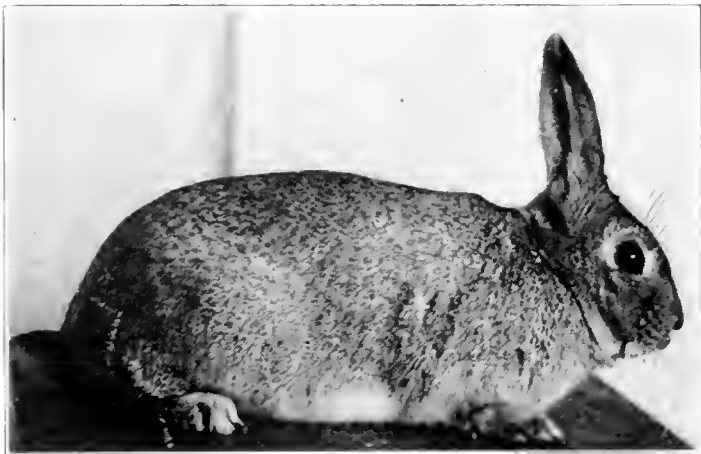
"The quantity of rabbit skins used annually is steadily increasing. Many wild fur-bearing animals are disappearing from different parts of the United States, and rabbit fur is being substituted in the manufacture of garments previously made from more desirable skins. Rabbit fur lends itself readily to imitation processes, and American fur dressers and dyers have mastered so well the art of imitating other furs by modern methods of plucking, shearing and dyeing that the pelt of the rabbit is being offered for sale under a variety of trade names and in many instances is replacing such costly and attractive skins as ermine, seal, beaver, and leopard.

"Pelts of the wild cottontail rabbits found in abundance in the United States, and of the wild hares commonly called jack rabbits, are thin and poor in quality and of practically no use to the furrier. Every domestic rabbit skin, however, with the exception of those from the Angora has commercial fur value, regardless of size or color."

Methods of handling rabbit skins from the time the pelt is removed until it reaches the raw fur market or is tanned for home use are described in Farmers' Bulletin No. 1519, which may be had free from your Congressman or the U. S. Dept. of Agriculture in Washington, D. C.

Rabbit is Greatest of Meat Producers

When it comes to the matter of meat production there is not a living animal that can compare with the rabbit. Here are some of the facts:



Standard Chinchilla



New Zealand White

Eight rabbits and their offspring will produce in one year 480 rabbits, making 3080 pounds of meat. Fifty chickens will produce in one year 600 chickens, making 2,400 pounds. Two pigs (sows) will produce in one year 32 pigs weighing 2,800 pounds. Six sheep will produce in one year 9 lambs weighing 800 pounds. One cow will produce in one year one calf weighing 300 pounds. So you see that as a meat producer the rabbit has no equal. This, mind you, is taking into consideration the meat production alone. Consider also that the feeding cost for the rabbit is much less than that of any of the stock we have mentioned. And this is not all.

Rabbits are the cleanest of all domestic animals. They will eat nothing but grain, hay and fresh green stuff, refusing worms, grubs or meat of any kind, and are not scavengers. A Government poster advertises rabbit meat as "delicious, tender and fine flavored, far superior to wild rabbit, always in season, rich in protein and economical."

Domestic rabbit meat is firm and white, like the breast of chicken, and is becoming quite popular throughout the United States, the city of Los Angeles alone consuming two million rabbits a year. More and more rabbit raisers are developing private trade and more and more markets are being developed. The high food value of the meat is brought out by the fact that the net digestible nutriment in rabbit is 83 per cent, against 75 per cent in pork, 65 per cent in mutton, 55 per cent in beef and 50 per cent in chicken. One producer makes this comparison for his customers:

Domestic Rabbit vs. Chicken

"When you buy a chicken at a market you pay 25.5 per cent for waste (head, feet, etc.), 8.5 per cent for bones, and 66 per cent for edible meat. When you buy domestic rabbit at a market you pay nothing for waste (head, feet, etc., are eliminated), only 8 per cent for bones, and after it is cooked you have 92 per cent of edible meat. You get 26 per cent more actual food than when you buy a chicken.

"Here is another comparison: When chicken costs 25 cents a pound, rabbit is worth 32 cents a pound; when chicken costs 30 cents a pound, rabbit is worth 38 cents a pound; when chicken costs 35 cents a pound, rabbit is worth 44 cents a pound. The composition of edible portions are:

	Water P.C.	Protein P.C.	Fat P.C.	Ash P.C.	Food Value per Pound Calories
Rabbits (young)....	67.85	25.50	4.01	2.13	627
Chicken (broil)....	74.8	21.5	2.5	1.5	505

"The above percentages are figured from actual data from experiments conducted by a professor of biology. Is it any wonder that the domestic rabbit is fast finding its place as a food producer?"

Rabbits are Economical Producers

Domestic rabbits require only about 4 pounds of digestible nutrients to produce a pound of meat. They produce young 30 days after breeding 5 to 12 each time they litter, raising four litters a year safely. Meat rabbits are marketed at from 8 to 16 weeks of age, weighing from 4 to 7 pounds live weight. The saving and earning possibilities of rabbit raising are illustrated by the following examples of what has actually been done: One resident of Kansas City, Mo., has raised 300 to 400 pounds of rabbit meat a year for his own table at a cost of only 8 to 10 cents a pound. A large religious institution in Nebraska that has raised rabbits instead of poultry reports the meat more satisfactory than chicken and the experiment profitable. According to a former county commissioner of the state of Washington rabbits were grown on the county farm to provide a substitute for chicken for the county hospital—the initial stock, numbering 119 rabbits, increased to 1200 in 10 months, besides those used in the hospital. A high school boy in Iowa who breeds registered stock on a space of 33 square feet in his back yard raised and sold enough rabbits in 1918 to clear more than \$1200. An Ohio farmer sends 400 pounds of

No "Season" in the Rabbit Business

rabbit meat a week to city restaurants and yet is not able to meet the demand.

Anyone can raise rabbits profitably. A few rabbits in compact butches can be adapted readily to the smallest size back yard without offense or annoyance to the neighbors, or a large commercial rabbitry may be established and profitably conducted even on a limited ground area.

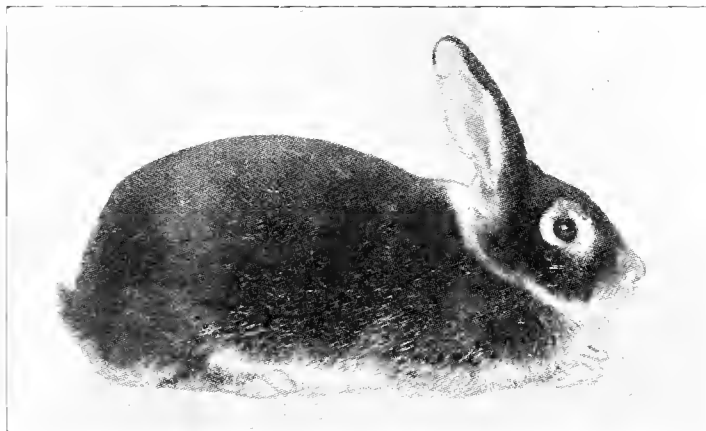
Housing and Care Are Simple

As with any live stock, good healthy breeding stock, proper but not elaborate or expensive hutches, intelligent, regular care, cleanliness, and last, but not least, proper feed, form the keystone of success in rabbit raising.

In Southern localities hutches should be as open as possible, but protected from storm and intense sun. In the North and East additional protection must be given against storm and wind, but no matter where located, hutches must always be made free from drafts, dry, open to the sun, well ventilated and easily cleaned. The so-called "self-cleaning floor," either of $\frac{3}{8}$ -inch wire mesh or slightly sloping, will tend to aid in keeping the litter dry and fur clean and prevent hock trouble. Dirty hutches, feed and water dishes, serve to spread disease. Clean the hutches and utensils as often as necessary and disinfect at least every two weeks by brushing or spraying disinfectant into all parts of the hutches and washing the dishes in a good germicide solution.

Some Valuable Feeding Advice

The proper feeding of rabbits can be made very difficult and costly or very simple and easy, so it will pay you well to study the problem. The



Silver Marten

natural diet of rabbits consists of vegetable roughage and hard grains. Therefore, their digestive system gives best results when their feed approximates these specifications. Of course, suitable improvements to fit the diet to modern demands of increased size, rate of growth, quality of meat and fur found in domestic rabbits must be made.

Roughage furnishes absolutely necessary bulk to the diet. Rabbits' digestive systems are designed to handle bulk and unless it is given constipation and other troubles will ensue. Therefore, good leafy green colored hays (such as alfalfa, clover, lespedeza or soy bean), should be kept before them at all times.

Fresh green food, which is much relished by rabbits, should be regarded both as a roughage and a tonic regulator. It must not be overfed, but a little fed sparingly every other day serves as an appetizer and aids in preventing constipation. Carrots, celery tops, lettuce, etc., are suitable. Green grass and clover may be used in summer, providing it is not wet or dewy when cut. Mouldy, thawed, wilted or decayed grass should never be given.

Water, plenty of clean, fresh water, is as much a necessity for the proper nourishment, health, growth and digestion of the rabbit as for any other animal. It is cheap food.

I Recommend These Breeds

New Zealand Whites because they are the leading commercial rabbit today. They have exactly the kind of white fur that handles well in the prime skins for easy dyeing and clipping to imitate the luxury furs like Hudson Seal, Mink, Beaver, Ermine, etc. The New Zealand White matures to frying size quickly and is especially profitable as a meat rabbit because the pelts from the unprimed fryers bring the highest price on unprime skins. They are very prolific, 7 to 10 in a litter being not uncommon. Mature weight is 8 to 12 pounds. Breeding age is 7-8 months.

Standard Chinchillas because they are beautiful fur bearers and wonderful meat producers. They have one of the few natural silver-grey furs and cannot be successfully imitated. Good colored prime pelts are exceptionally beautiful and bring good prices. The Chinchilla grows fast and is not a very heavy eater. Their production is rapid, with 6 to 9 in a litter, as a rule. They gain a pound or more per month and reach breeding age in 6 to 7 months. Mature weight is not less than 6 pounds.

Silver Martens—a comparatively new breed that is gaining in demand and popularity very rapidly. The pelt is extremely beautiful, the long white-tipped guard hairs forming a wonderful contrast against the

jet-black background. It is the only fur with the silky blackness, the silver tipped hairs and the glisten of genuine Silver Fox and is used quite successfully as an imitation on the trimming of coats, collars and cuffs. In size Silver Martens are about the same as Standard Chinchillas, with the same early sexual maturity, low feeding cost and all the advantages as a good meat rabbit.

Havanas are a sweet-tempered, gentle animal, and although a small breed, they are an excellent meat rabbit, being very compact and having a small frame they carry more meat for their size than any other breed. The chocolate brown pelt is exceedingly attractive and is often called near-mink. It is used in its natural state, requiring neither shearing nor dyeing, and coats made of these skins are rich in appearance, resembling the high priced furs of some of our wild animals. They have 6 to 10 young per litter, as a rule. Breeding age is $5\frac{1}{2}$ to 6 months and mature weight, $4\frac{1}{2}$ to 6 pounds.

White Flemish Giants are having a run of popularity right now because of their size, individual specimens reaching 16 to 17 pounds or more, although the average weight is much less. A Flemish Giant is registerable at any age if it weighs 12 pounds or more. They are moderately prolific and not more than 4 or 5 are usually left with the doe for best development. Gains in weight up to frying age, however, are more rapid than most other breeds. Breeding age is 8 to 9 months.

Other Varieties are more or less popular. These I have recommended are particularly good and you will go a long way to get better values than I can supply you in them. If you prefer some other kind write me about it. I can often be of service because of my connections with good breeders of all varieties.

Breeding Stock

The demand for good breeding stock is growing each year and we believe the man who has strictly high grade, standard rabbits for sale will be able to sell any reasonable increase and realize a good margin of profit from his investment. We recommend a few good ones, rather than many of medium or cull grade. After the first purchase cost it is no more expensive to feed and raise thoroughbreds than culls, and one can butcher the offspring at no greater expense. Many breeders find it most economical to purchase Junior or Advance Junior stock and grow it out themselves. All Advance Juniors are ready to breed in 60 to 90 days. You will find extra bargains in my new low prices for all ages.

AJ Superior and AJ Pedigreed Classes

We offer two classes of breeding rabbits: AJ Superior stock will meet all the requirements of the American Rabbit and Cavy Breeders Ass'n, the recognized authority licensing all registrars who handle this work. They are of highest breeding quality. Pedigrees and Registration papers are made out in your name and are sent without additional charge, except on Juniors and Advance Juniors, on which only the Pedigrees are sent you.

AJ Pedigreed stock is beautiful, healthy stock of good type and fur qualities, but may have some small defect, such as smaller bone, slightly underweight, wry tail or other detail not quite up to the standards of the A.B.C.B.A. Pedigrees are made out in your name and sent you without additional charge on all ages of this class.

AJ Guarantee

I am not in the "buy back" business! I do not contract to buy back your young, therefore, I can sell you top-notch quality at rock bottom prices. I guarantee safe, live and healthy delivery of stock, just as represented. If not satisfactory on arrival write or wire us immediately and I will give you shipping instructions for return, for replacement or refund. If any rabbits arrive sick or in poor condition have your express agent make the necessary notation on your Express Receipt and send it to us.

Ask for my new low prices on stock of all ages, and see page 63 for Terms and How to Order. Write me for any further information I can give you. On pages 58 and 59 are listed good books that tell all about rabbit raising. It will pay you to read them. You can also send to the Bureau of Biological Survey, Washington, D. C., for Bulletin No. 1066, "Suggestions to Beginners," or to the American Rabbit and Cavy Breeders Ass'n, Chicago, Ill., for their Bulletin No. 9, "Hints to Beginners." On pages 18 and 19 are new low prices on butches and rabbit supplies. Do not hesitate to ask me any further question.



White Flemish Giant

Real Pleasure and Profit in Other Small Stock

Money-Making Dairy Goats

"What is the value of the dairy goat?" or "What would I gain by keeping dairy goats?" This is the first thought of you who are not familiar with goats and their products.

The real worth is their milk, which is so valuable for infants, invalids, growing children, and for household use. You can gain a profit from them in real cash; health if you do not have it, or you can assist nature to retain the health you now possess; pleasure, for goats make fine pets and are enjoyable to care for; satisfaction by helping some despairing mother bring a starving babe back to health. You can gain a good business—goat dairies, well managed, are returning nice profits; and you can gain a practical project for your children to occupy their time and minds.

Goats' milk is more easily digested than the milk of the cow. Subjected to digestive ferments it digests in 20 minutes, while cows' milk requires 80 minutes. This especially adapts it to infants and those with weakened digestive powers, and is one reason why it is prescribed by so many doctors and hospitals. Goats' milk is one of the most wholesome and nutritious foods. It is not a medicine, but it has helped nature to restore many to normal health. It contains more anti-neuritic, anti-scorbutic and anti-rachitic vitamins than does cows' milk.

Goats are healthy. Of 500,000 hatched in the United States under Federal inspection only two were condemned for any reason—one had been bruised in shipping, the other emaciated from poor feed.

Goats' milk is as delicious to taste as the best Jersey milk. It is rich in fat, sweet and pure, and does not sour as readily as does cows' milk. It can be separated, or if permitted to stand the cream will rise and can be skimmed. The cream can be churned or whipped. The more expensive cheeses are made from goats' milk.

Goats' milk is economical to produce. Government reports show that 8 to 10 goats can be kept on the same feed as one cow. Goats can be kept in close confinement. Alfalfa hay, oats, bran, corn, barley, and similar feeds are best for them. Brush, lawn trimmings, clean table scraps help in the diet.

Goats are gentle and responsive. Women and children can easily care for them. Boys' and Girls' 4-H Clubs are finding them profitable and enjoyable projects.

Do not think any or all goats are dairy goats. There are many "scrub" goats. Do not get that kind. Well bred, mature does should give from 2 to 5 quarts a day, depending much on breeding, age and care. A few outstanding individuals have doubled these amounts.

There are five recognized breeds of purebred dairy goats in America, three of which are most common:

The Toggenburg is a Swiss breed, medium large, brown with characteristic white markings down the face, on legs, and under body, ears short and erect, face dished.

Saanens are also of Swiss origin, larger than the Toggenburgs, white in color, ears erect, and noted for the quantity of production, although the butterfat content of the milk is often comparatively low.

Nubians are of English and Oriental origin, characterized by large size, long drooping ears, Roman nose, and any color or combination of colors. The Nubian is generally considered as the "butter-fat" breed.

I recommend the purchase of young kids or else does due to freshen because goats, for some reason, always do better for a person who has cared for them before and when they freshen. Prices depend on age and breeding; also milking capacity and individual qualities in the case of mature does. I am in close touch with some of the leading producers in the country, and can quote you very reasonable prices with satisfaction guaranteed:

Purebred kids, weaned and at least 3 weeks old, \$25 to \$35.

Purebred yearlings, \$40 to \$70; mature purebred does, \$60 up.

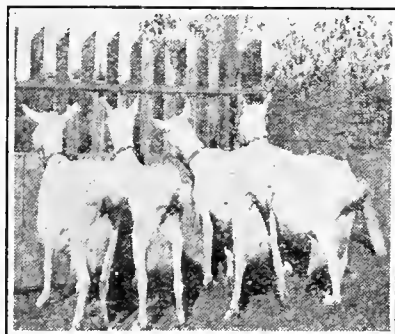
Grade kids, unregistered, all from purebred sires and good does, \$15 to \$20.

Grade yearlings, \$20 to \$35; mature grade does, \$30 to \$85.

Prices on all males largely a matter of correspondence. Only purebred and registered males sold. Weanling bucks, \$20 to \$40 and up.

Want To Buy a Good Dog?

Raising dogs is an interesting, profit-paying pastime. Scotch Collies, German Police Dogs, Airedales and Boston Terriers are all in good demand. We can furnish thoroughly weaned pups, healthy, sound stock, ranging from two months and older, in these and other breeds—males, females, and pairs. Write me if interested.



AJ German Roller Canary Birds

Nothing adds more cheer in the home, along with beautiful flowers and plants, than a sweet-voiced feathered pet. And no bird excels the German Roller canaries for mellowness of tone and sweetness of song. Canaries are not hard to care for, and one soon becomes so much attached to them that the daily attention they require is one of your brightest and happiest duties. If you have never had a good songbird in your home give yourself a treat with one of my birds.

I can supply you with both the Yellow and the Mottled St. Andreasburg varieties, also the Green Glucke German Roller. The difference is largely a matter of feathers. The Mottled carries some black about the head and back, while the rest of its plumage is like the Yellow variety. The Green Glucke has yellowish-green feathering and while newer in this country, it is becoming especially popular because of some notes not commonly heard in other German Rollers.

Special attention is given to the cultivation and perfection of our birds' song, to eliminate all the hard notes and chirps, and any shrieks and yelling notes. We use very valuable superior singers for training the young to produce sweet, mellow and subdued song, and never use whistles or other mechanical devices. The birds are selected for their length and variety of rolls, their range from soprano to deep alto, with bells, trills, and other choice notes. Our stock is from some of the best breeding strains in the country. They are vigorous, healthy birds that will surely please, and I guarantee your satisfaction. All AJ birds are banded with R.C.A. closed bands and are eligible to registration.

There are many birds advertised as "singers" at lower prices than we can quote. But the value of a canary is determined by the quality and variety of his song and the way it would score in competition with other singers. On the basis of value, therefore, we know we can satisfy you with real bargains you cannot duplicate elsewhere. In fact, my prices are very much lower than you would have to pay at most aviaries for the same class of birds.

Females do not sing, but are used for breeding purposes only. We offer them from our best strains, at \$3.00 each, or two for \$5.00, not prepaid. Write for special prices on well trained singers, and if you have any questions I'll be glad to answer them.



ALYS JOHNSTON CO.:

I received my bird Sunday morning O.K. and I want to thank you ever so much for such a beautiful bird. Just like one made to order. He sang before I got him out of the crate and today he has been singing all day. I am as ever,
HARRY G. MEYERS, Colo.

French's Famous Canary Bird Supplies

Postpaid



2M01—Air-Washed Bird Seed	per pkg.	\$0.25
	4 pkgs.	.80
2M02—Silver Bird Gravel	per pkg.	.25
2M03—Bird Biscuit	each	.12
	5 biscuits	.55
2M04—Song Restorer	per tin	.15
	4 tins	.50
2M05—Canary Exercise Balls	each	.15
	4 balls	.50
2M06—Mediterranean Cuttle Bone	per pkg.	.15
	2 pkgs.	.25
2M07—Cod Liver Oil Bird Food	per bottle	.35
	2 bottles	.60
2M08—Restorative Food	per bottle	.35
2M09—Bird Lice Powder	per can	.20
	2 cans	.35

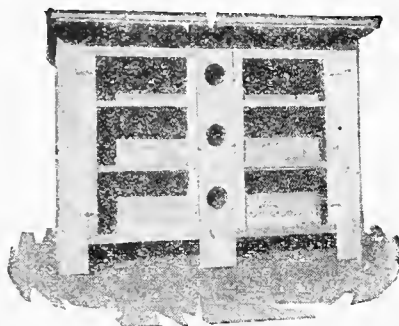
2M10. Bird Food Combination for Canaries. \$1.50 Value—Only \$1.00. This package contains Bird Seed, Bird Biscuit, Bird Gravel, Cuttlebone, Holder for Cuttlebone, Song Restorer, Porcelain Cup, Canary Exercise Ball, Illustrated 48-page booklet on the Canary its Care and Treatment.



LOOK!—I will give this Combination package FREE with every AJ German Roller trained singer you buy during 1932!

Cheaper and Better to Buy Than to Build

AJ Ready-Built Wooden Hutch



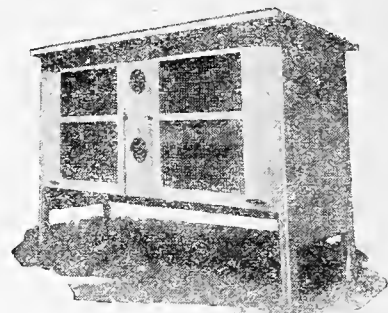
Six-pen Outdoor Hutch

Cheaper to buy than to build. Portable, Light, Roomy, Compact, Self-cleaning, Sanitary, Healthful, No Drafts, Warm, Attractive, Tested by hundreds of breeders.

Your dollar goes farther when invested in Ready-Built equipment. It is within the reach of everyone. In fact, you cannot afford to use make-shift or home-made equipment. AJ equipment will pay for itself and make money for you ahead of anything else.

Put your rabbits on a profitable basis by starting now to keep them in Ready-Built equipment. It has been used by so many for such a long time that every item has proved to be practical. The guarantee behind the product is your assurance of satisfaction. Make money by making these hutches your housing equipment.

All AJ wooden hutches are of uniform size, design and construction from year to year, so you can keep your equipment the same, as you add to it. Six and four compartment hutches can be purchased without one end, at a lower cost, to be joined to the complete hutch. An inner roof is also obtainable, extra, to be placed under the original roof, providing a double roof with dead air space for protection from hot summer sun.



Four-pen Outdoor Hutch

SPECIFICATIONS

Lumber—Western fir and white pine. One-inch material planed smooth on both sides. Clear, straight-grained, without defects. Well dried, clean, bright stock. Good grade. Fir lumher is 4-inch flooring matched with tongue and groove to make it warm, weather-tight and draft-proof.

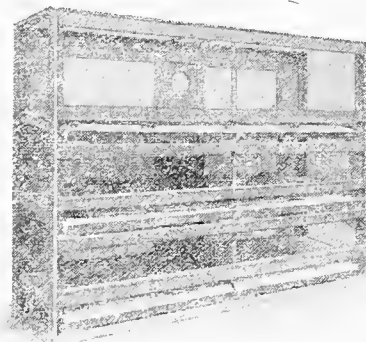
Hardware—Wire on doors and for hay racks is one-inch galvanized rabbit netting. Bolts, hinges, metal receptacles and all hardware furnished and of good quality. Metal receptacles already made for installing. SUPERIOR DOOR CATCHES supplied for the large doors of the four and six-pen hutches, unless individual doors are ordered.

Size—All hutches are 8 feet long and 28½ inches wide. Each floor is divided by a hay rack, providing practically 10 square feet of floor space

for each compartment. Each compartment is 19 inches high, providing plenty of room in every way. Six-pen hutch overall is 6 feet high, four-pen hutch 5½ feet. Shipping weight of six-pen hutch is approximately 425 pounds; four-pen hutch 300 pounds.

Construction—Built strong and sturdy throughout. Well nailed. Will last for many years. All holes already drilled for bolts. All panels or sections are nailed over steel forms—they are accurate and will fit together perfectly. Doors are already made and hung and wire stretched on them. All construction is simple and very easy to understand and set up.

AJ Ready-Built Wooden Indoor Hutch

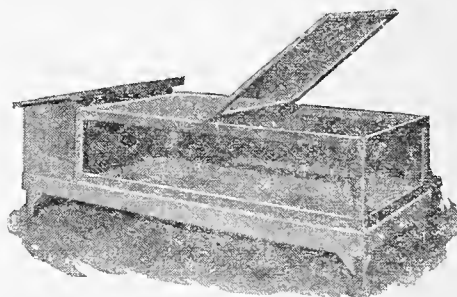


Same sizes and design as the regular outdoor hutch, except that it is constructed of wire on all sides, permitting an abundance of ventilation and light. Can be used in any barn, shed or basement, free from drafts. Quickly assembled with only 12 bolts for the six-pen and 8 bolts for the four-pen hutch. Shipping weight of six-pen approximately 250 pounds; four-pen 200 pounds.

Illustration shows rear view of six-pen indoor hutch

AJ Developing Pen

Built on a platform 12 inches high with 2 x 2 legs of redwood which will not rot. Bottom of run pen ¾-inch square mesh wire. Keeps the rabbits off the cold, damp ground. Easy to keep clean underneath. Easy to move. Size of pen 3 feet x 6 feet, 18 inches high. Nest box 3 feet x 18 inches, 21 inches high, made of good matched fir. Shipped in panels, quickly put together. Shipping weight complete 85 pounds.



Prices, f.o.b. Iowa factory.

2J62.	6-Pen Ready-Built Outdoor Hutch, complete.....	\$23.25
2J66.	6-Pen Ready-Built Outdoor Hutch, complete, individual doors.....	24.75
2J602.	6-Pen Additional Unit, complete (without one end).....	22.00
2J606.	6-Pen Additional Unit, complete (without one end), individual doors.....	23.50
2J42.	4-Pen Ready-Built Outdoor Hutch, complete.....	17.50
2J44.	4-Pen Ready-Built Outdoor Hutch, complete, individual doors.....	18.25
2J402.	4-Pen Additional Unit, complete (without one end).....	16.50
2J404.	4-Pen Additional Unit, complete (without one end), individual doors.....	17.25
2J162.	6-Pen Ready-Built Indoor Hutch, complete.....	20.50
2J166.	6-Pen Ready-Built Indoor Hutch, complete, individual doors.....	22.00
2J1602.	6-Pen Additional Unit, complete (without one end).....	19.50
2J1606.	6-Pen Additional Unit, complete (without one end), individual doors.....	21.00
2J142.	4-Pen Ready-Built Indoor Hutch, complete.....	16.25
2J144.	4-Pen Ready-Built Indoor Hutch, complete, individual doors.....	17.00
2J10.	Inner Roof for making Hutch Double Roof, K. D.....	.70
2J200.	Developing Pen with Nest Box and Platform.....	7.75

All hutches can be furnished with either the all-wood or part-wire and wood self-cleaning floors. Both are very satisfactory. The all-wood floor is standard. It will be furnished unless your order specifies otherwise. If you want the part-wire floor be sure to mark your order: (part wire floors).

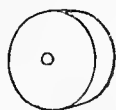
Wins Prize with His AJ Rabbit

Alys Johnston Co.:

Will you please send me pedigree of the White Flemish Doe I got from you. I had it at the Rabbit Show and won second.

Ralph McFarland, Pa.

AJ Salt Spools and Spool Hangers



2T112.	Pure Salt Spools.....	Per Dozen, 75c; 100 for \$4.65, Postpaid
2T113.	Sulphurized Salt Spools.....	Per Dozen, 80c; 100 for \$4.85, Postpaid
2T114.	Iodized Salt Spools.....	Per Dozen, 80c; 100 for \$4.85, Postpaid
2T115.	Mineralized Salt Spools.....	Per Dozen, 90c; 100 for \$5.45, Postpaid
2T120.	Aluminum Spool Hangers.....	Per Dozen, 50c; 100 for \$3.45, Postpaid

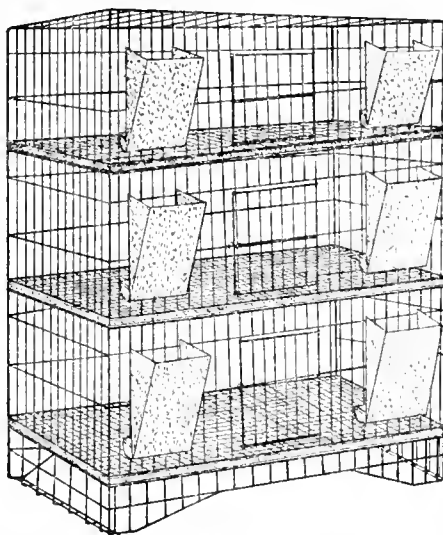
Write for special prices on larger quantities.



If You Don't See What You Want, Write Us

AJ Two-in-One All-Metal Hutches

Here is a low-priced all-metal hutch that is built to give the greatest service and convenience. It is designed so that each hutch is an individual unit quickly set up for use or collapsed and folded flat to be stored away in small space. Can be stacked three high without the use of any tools, but as firm as if built in one solid piece. Base is of extra heavy galvanized wire. Each hutch has a strong wire floor, $\frac{5}{8}$ -inch mesh, easily detached for removing. Strong galvanized iron trays placed beneath the screen floor can be drawn from



the front for cleaning. Wires are spaced one inch apart, which prevents the smallest young from getting through. Large swinging doors, 14x14 inches, permit entrance of nest box of proper size.

First two sizes have Two-in-One feature, so the young can be separated in the same enclosure while the doe has its next litter. By the time the young leave the nest the older litter should be ready for market and the entire hutch given over to the doe and her new litter. This is quite a saving and convenience.


2K104. Three compartments. Each 24 inches wide, 60 inches long and 17 inches high. Equipped with two hay racks to each compartment and removable partition, so it can be used as a two-in-one hutch. Complete with all wire stand, 6 inches high, \$20.00, f.o.b. Wisconsin factory.

2K105. Three compartments. Each compartment 24 inches wide, 48 inches long, and 17 inches high. Equipped same as 104. Complete with all wire stand, \$17.50, f.o.b. factory.

2K106. Three compartments. Each compartment 24 inches wide, 36 inches long and 17 inches high. Equipped with one hay rack to each compartment. A dandy hutch for breeding or developing purposes. Complete with all wire stand, 6 inches high, \$13.00, f.o.b. factory.

Special Discounts!

5% discount on 3 or more hutches—All-Metal Hutches.
10% discount on 6 or more hutches—All-Metal Hutches.



AJ Tattoo Pens

2Q101
75c

Either pen postpaid with enough ink to mark 100 animals, and full instructions.

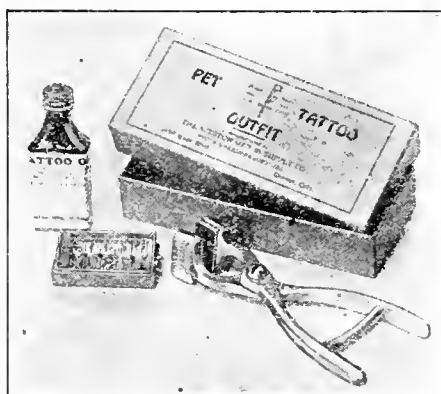
2Q102
\$1.00

Pet Tattoo Outfit—2P400

For rabbits, poultry, dogs, goats, sheep, calves, etc. Consists of tongs, ink, one set of figures 0 to 9, and four blanks to fill up space in the tongs when less than five numbers are used. Figures quickly changed in tongs for any combination. Makes a clear, lasting identification, all in one light squeeze of the tongs. Supplied in two sizes of figures as illustrated. Tongs will hold three of the $\frac{3}{4}$ -inch size or five of the $\frac{1}{4}$ -inch size. State size wanted. Satisfaction guaranteed.



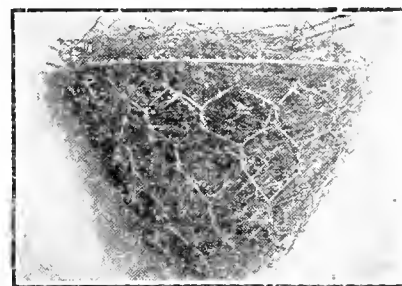
2P400. Price for outfit, postpaid, \$3.85. Extra letters or figures 24c each, 10 or more \$1.99 postpaid.



AJ Hay Rack

Indestructible
At last we have a hay rack priced within the reach of all—economical, convenient, and easily attached to any hutch.

2Q103. Each 25c
Per Dozen, \$2.89



AJ SIMPLICITY FUR STRETCHER

(Not illustrated)
2Q104—Postpaid, 25c each; \$2.89 per dozen.

Breeding Hutch Record Cards

With Three Generation Pedigree Form On Back

A necessity in all rabbitries. One should be placed in every hutch. Gives the parentage, day born, ear number, selling price, sex. If a doe, who served by, date tested, kindled, number of young, number weaned, notes. Printed on tough tag board. Size 7 x 3 $\frac{1}{2}$. **2Y20.** 10 for 20c; 25 for 35c; 50 for 60c; 100 for \$1; postpaid.

HUTCH RECORD CARD									
BUCK NO.	DOE NO.	NAME	SEX	DATE	TESTED	KINDLED	WEANED	NOTES	REMARKS

YOUNG STOCK RECORD CARDS. For keeping track of your young after it is weaned. Size 4 x 2 $\frac{1}{2}$. **2Y30.** 12 for 10c; 50 for 35c; 100 for 65c, postpaid.

STUD RECORD CARDS. To keep track of what your stud bucks are doing. Printed on tough stock 4 x 9. **2Y40.** 10 for 10c; 50 for 40c, postpaid.

PEDIGREE BLANKS for any breed. Size 9 $\frac{3}{4}$ x 7 $\frac{1}{2}$. **2Y50.** 12 for 20c; 25 for 35c; 50 for 50c; 100 for 90c, postpaid. State breed.

AJ Ledger Top Feeders

Three sizes—height 2 $\frac{1}{2}$ inches, glazed inside and outside. Not prepaid.

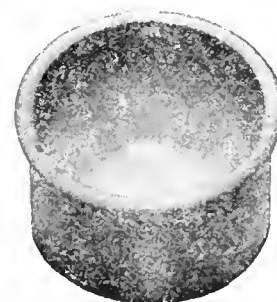
Number	Diameter	Capacity	Per Dozen	Shipping Wt.
2V8012	6 $\frac{1}{2}$ in.	2 pts.	\$1.95	40 lbs.
2V8013	7 $\frac{1}{4}$ in.	2 $\frac{1}{2}$ pts.	\$2.05	50 lbs.

AJ Waterers

Made with rounded bottom on inside not damaged by freezing. Heavy; will not tip over. Easily cleaned. Not prepaid.

Number	Diameter	Capacity	Per Dozen	Shipping Wt.
2V8014	5 $\frac{1}{2}$ in.	1 $\frac{1}{2}$ pts.	\$1.89	40 lbs.
2V8015	6 in.	2 $\frac{1}{2}$ pts.	\$1.98	50 lbs.

Write for special prices on larger lots of both feeders and waterers.

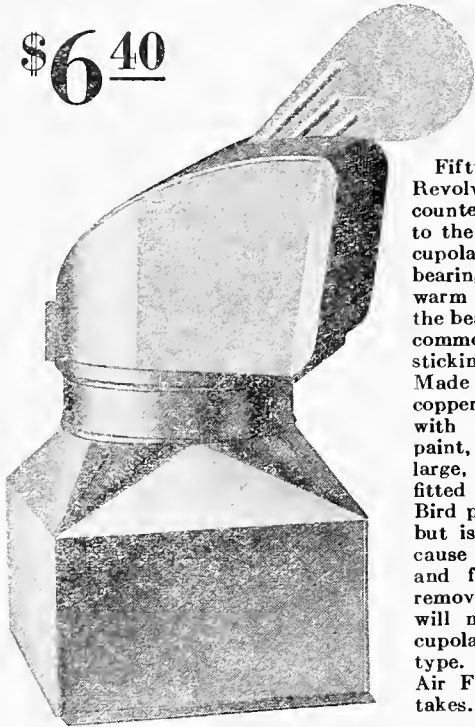


AJ Ventilating Equipment

Authorities agree unanimously that good ventilation is essential to health and profitable egg production. Now, for the first time, we can offer you the combination of equipment that is well-built, low-priced and will do the job right, almost automatically year in and year out—no drafts on the birds and no extensive loss of body heat as in other methods commonly used. We recommend the combined use of AJ ventilating items shown below for poultry and other buildings. They have all the desirable features and none of the undesirable—and they will make money for you.

One 12-inch AJ Suction Cupola, one 12-inch Foul Air Flue and three AJ Fresh Air Intakes will take care of 100 hens or 400 square feet of floor space, or you can use one 18-inch Cupola and Foul Air Flue with six Intakes for 200 hens, or 800 square feet of floor space. Illustrations show the proper method of installation. We have made a study of ventilating problems for poultry houses and will gladly give you the benefit of our experience. Our very low prices mean less than one-third cent per bird per year cost to you.

\$6⁴⁰



AJ Suction Cupola

Fifty percent more suction! Revolving head is perfectly counter-balanced and responds to the slightest breeze. Only cupola of this type with ball bearing in lower part where warm air passes directly over the bearing and eliminates the common fault of other devices sticking in cold weather. Made of heavy galvanized copper bearing steel, finished with best silver aluminum paint, and designed with a large, strong base that can be fitted to any style of roof. Bird proof screen is furnished but is not recommended because it soon fills with litter and feathers and must be removed and cleaned. Birds will not enter this type of cupola as they will stationary type. Best used with Foul Air Flue and Fresh Air Intakes.

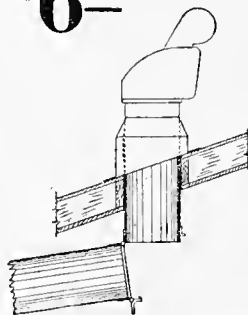
No.	Size Flue	Base	Height	Shipping Wt.	Price
2V12	12 in.	16x16 in.	36 in. (Mailable)	23 lbs.	\$6.40
2V18	18 in.	24x24 in.	54 in. (Not mailable)	55 lbs.	16.95
2V24	24 in.	30x30 in.	6¼ ft. (Not mailable)	154 lbs.	33.75

AJ One-Piece Foul Air Flue

Made with a two-foot section on the top end that fastens into the cupola and a six-foot section which is hinged near the ceiling so that it can be fastened open for summer ventilation. Furnished with damper to partly or entirely close in cold weather. Where there is a loft the upper section of flue must be long enough to reach and must be insulated when installed. All foul air flues should start two to three feet above the floor. The corrugation of this one-piece flue is a special feature making it unusually rigid. Prices do not include cupola:

Poultry, like human beings, must be provided with sufficient clean, pure air for health and development.

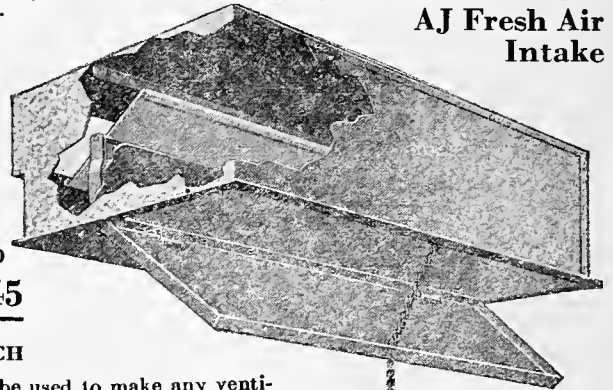
\$6⁸⁵



Number	Size Flue	Total Length	Shipping Wt.	Price
2V12B	12 in.	8 ft.	52 lbs.	\$6.85
2V18B	18 in.	8 ft.	60 lbs.	10.50

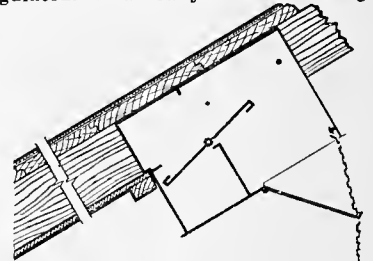
Extra for each additional foot in length:
Add for 12 in. flue, per foot 95c.
Add for 18 in. flue, per foot, \$1.35.

AJ Fresh Air Intake



2V100
\$4⁴⁵
EACH

Should be used to make any ventilating system work properly at all times. An automatic by-pass damper made of aluminum operates with the slightest movement of air. Will admit the fresh outside air to enter the building and will close if the warm air near the ceiling starts to back draft when a door is opened or there is a sudden change in wind direction. If installed on both sides of the building the amount of air that enters is largely self-regulated. If a heavy wind is blowing from one side of the building the intakes on that side are doing double duty and those on the other side are not functioning, thus balancing the normal conditions the amount of air that enters. A hinged door on a chain can be closed for extremes of weather. Can be fitted between rafters spaced 24 inches on centers as illustrated, or between ceiling joists or near the ceiling on side wall. Packed 2 in crate, 35 lbs., or 3 in crate, 50 lbs. (Mailable).



AJ Bird Proof Screen



Place a bird-proof screen at the entrance to each fresh air intake. Shipping weight each 2 pounds. (Mailable.)

2V522. 98c each

AJ Universal Ventilating Wall Window

Economical
Durable
Efficient

Cheap in price only! For barns, poultry houses, hog houses or any other frame buildings where light and ventilation are desirable. Meets the present-day necessity for economy. Much cheaper than you can frame in a window yourself.

Well made from 26-gauge copper steel with 20x28 inch heavy glass—not a glass substitute.

Latch permits glass to be tilted into eight different positions allowing for proper ventilation to suit weather. Window may be locked securely.

Building opening 20¾ x 28¾ inches.

Overall size of frame 25½ x 33¾ inches.

Depth of wing inside 9¼ inches.

Shipped knocked down (not mailable). very quickly assembled. **\$2⁵⁰**

2V202B. Wall window with ¾ in. ribbed glass..... Each

2V202BV. Same with vita ultra violet ray glass..... **\$3.75**

Packed 6 frames and 6 lights in standard packages.

Add 75 cents for reboxing on orders for broken packages.

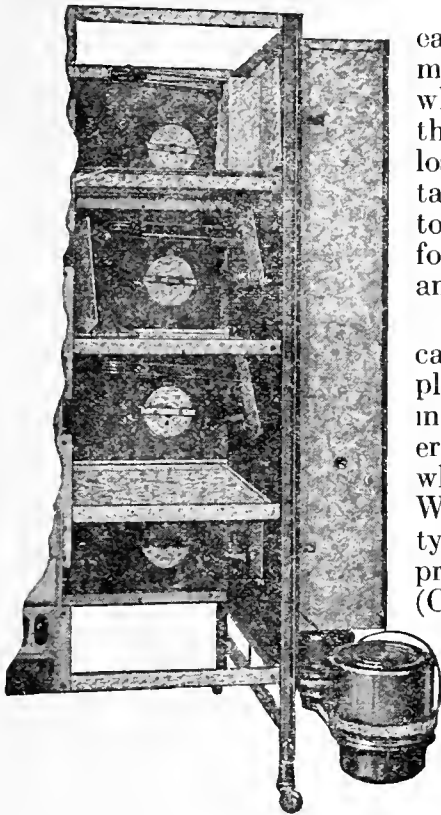


The Poultryman's Opportunity for Big Profits

The Modern Way—The Surest Way

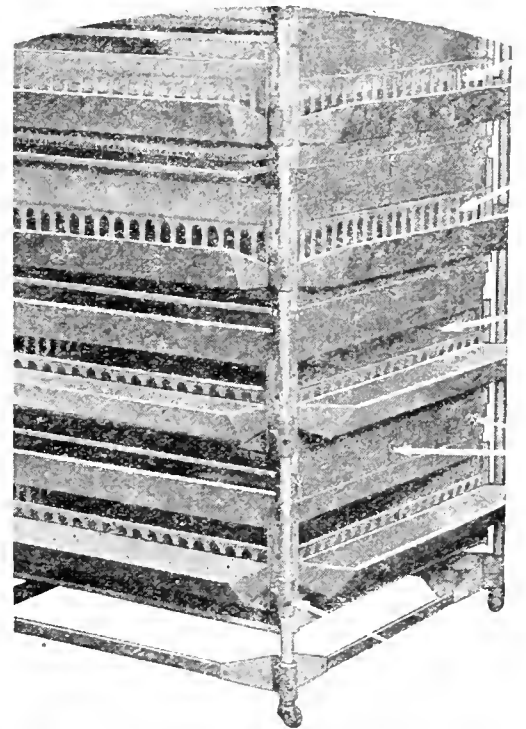
Every poultryman knows what is being done with Battery Brooders; knows that chicks are being raised at costs amazingly low. Here is a development of such absolute merit that it is going ahead despite the activities of "Get Rich Quick" promoters who have failed to carry out promises.

We are not promoters. We are not going to make you rich overnight. But we can supply you with modern equipment reasonably priced with which you can make your poultry pay higher dividends, and pay them the year round.



The battery brooder now makes it easy to apply factory production methods, safe, certain, profitable, to what was once a very uncertain task, the brooding of chicks. It cuts down losses, reduces labor, saves feed and takes much less space. It enables you to produce a superior quality of table fowl, to mature your pullets quickly and at less expense.

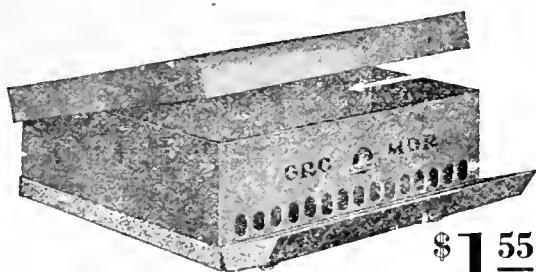
Our space here is limited and we cannot attempt to describe our complete installations and suggested methods. Send 10c for our big modern booklet on Battery Brooding, in which we present the whole story. We can equip you with any and all types of units, all most reasonably priced. So send your order today (Coin or Stamps), and get this latest, complete book in which you will find just the information you need, told in an honest, easily read manner.



The Last Word Wonderfully Safe — Convenient

AJ Famous Gro-Mor Brooder

\$8¹⁵



\$1⁵⁵
\$2.15 Electric Not Heated

Raising chicks with a Gro-Mor is unbelievably simple—easy. Put them in it, turn on the light inside that keeps them cozy, give them feed and water in the pans and they'll take care of themselves. You can put the brooder anywhere you have the space.

The Gro-Mor offers the advantages of expensive Battery Brooders. Its screen floor allows droppings to go through onto the paper you place there. The feed holes are adjustable. The extra heavy fiber walls will last indefinitely, but may be replaced at small cost. Size is 24 x 20 inches, capacity 50 chicks. Comes complete with cord, plug, socket and bulb shield, but no bulb.

2HC1-624. Electric Heated. Weight 7 lbs. \$2.15
2HC1-724. Not heated. Weight 6 lbs. 1.55

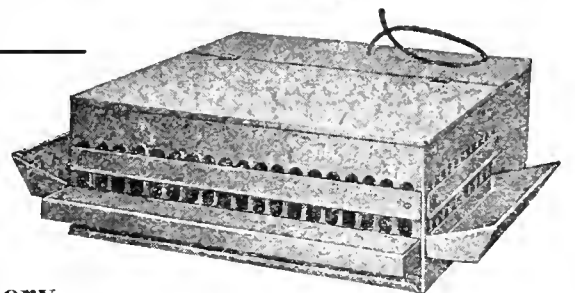
Shipped from Factory stock near Quincy, Ill.

AJ Sub-Battery Brooders

All the advantages that the larger batteries have are combined in the Sub-Battery, except that without the rack they must be placed on shelves, on the floor, etc. But this single unit appeals especially to the small flock owner who raises only a few and wants to find the easiest, most practical way.

Starting chicks in one is extremely easy, compared with other methods, and how they do grow!

The construction is all heavy galvanized, with 1/2-inch mesh screen floors and galvanized dropping pan. Chicks feed through 4-inch rolled edge holes equipped with positive adjusting slides. If chicks get out it's your fault! One-piece water pan, big feeders with non-wasting device which elevates as the chicks grow, hinged cover, near chick exit, all in one rigid con-



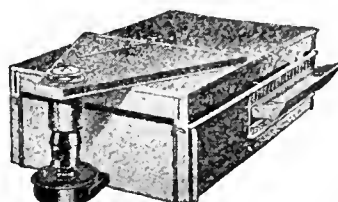
venient assembly. The floor size is 24 x 30 inches, headroom 9 1/2 inches. Holds 60-80 chicks.

The electric model has best strip element (150 watts), superior genuine Snap Type Automatic control, and lead-in cord with plug.

The Lamp Heated model has our Incubator Lamp placed outside (not inside, as on others), and is heated by radiation from the heating chamber inside the top. Automatic control, of course.

2HC2-1330. Electric heated. Wt. 26 lbs. Each. \$8.15
2HC2-1430. Oil Heated. Wt. 28 lbs. Each. 8.15
2HC2-1530. Not Heated. Wt. 24 lbs. Each. 6.25
2HC2-16. Rack for five sections. Wt. 60 lbs. Each. 8.95

Shipped from Factory stock near Quincy, Ill.

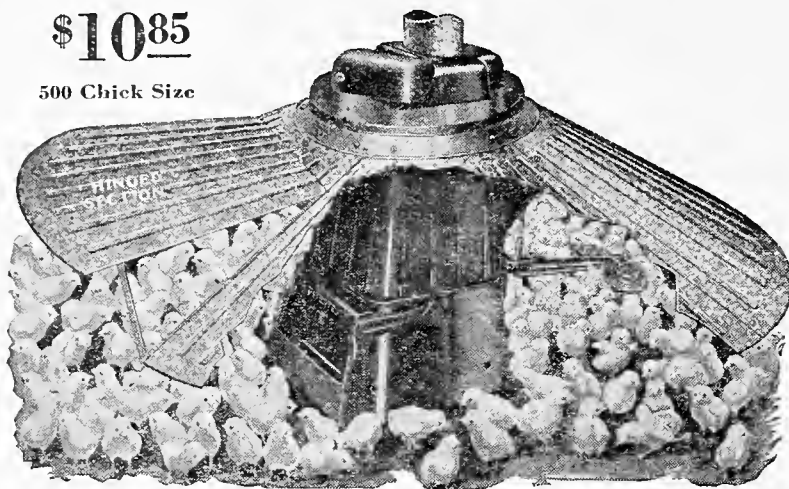


You cannot measure vitality with a yardstick, but you can be long or short on profits according to the vitality in your flock. Start with AJ chicks—full of vim, vigor and vitality, and keep up the good work by good management and good feeding.

When \$\$ Are Scarce Let Regal Brooders Save

\$10⁸⁵

500 Chick Size

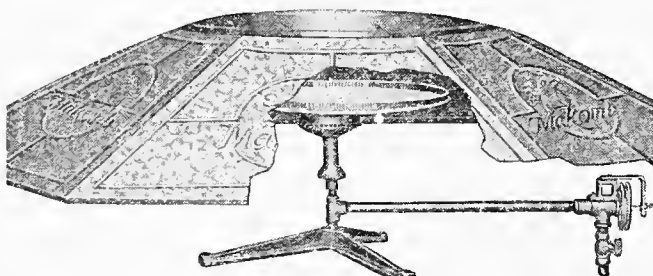


2HB2-142—42-inch canopy— 500 chick—Weight 97 pounds.....\$10.85
2HB2-252—52-inch canopy—1000 chick—Weight 118 pounds..... 13.85
2HB2-260—60-inch canopy—1400 chick—Weight 124 pounds..... 16.55
Quick shipments from Factory stock near Quincy, Ill.

AJ Jumbo Super Coal Brooder

A fine, larger model of our popular Regal Coal Brooder. A brooder equal to any, regardless of name or price. The Jumbo has wide flanges on the barrel which add 75% to the radiating surface. Your best chick insurance on zero nights.

Automatic By-Pass Control, the only improvement in coal brooder controls in ten years. Just one damper, but it works two ways. Not affected by high winds. Tapered barrel, bigger at the bottom, prevents binding and clogging. The great coal capacity makes soft coal hold fire 12 to 24 hours. No getting up at 2:00 A. M. Holds 75 pounds of coal at one filling. Removable Baffle Plate eliminates muss and bother and makes soot removal an easy task. The heavy ribbed galvanized steel canopy revolves around to any position and the big hinged door makes everything easily cared for. No brooder can give you more than the Jumbo.



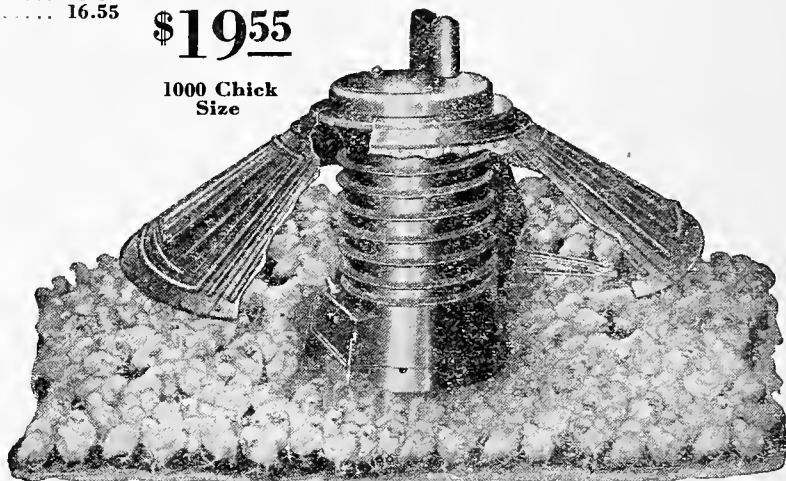
AJ Regal Coal Brooder

A favorite of many years' standing. Tens of thousands in use, very often with ordinary soft coal. A massive, capable brooder of most expensive type, yet priced low.

One piece outward tapering square barrel lets coal settle evenly and has greater heating surface. Patented By-Pass control guarantees uniform temperatures. Removable Baffle Plate makes soot removal easy. Large Conveniently hinged coaling door. Unbreakable steel canopy ring and die cut canopy with big door. Extra heavy furnace rocker grates shake easily.

\$19⁵⁵

1000 Chick Size



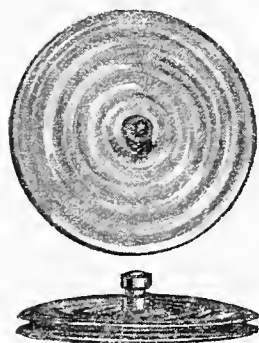
2HB2-1452—52-inch canopy—1000 chick—Weight 160 pounds.....\$19.55
2HB2-1460—60-inch canopy—1400 chick—Weight 175 pounds..... 21.25

AJ Regal Gas Brooder

Built for either natural or artificial gas. Equipped with efficient automatic gas valve that keeps temperature absolutely uniform, and saves fuel. Most convenient; hook it up and let it run. Fine gray iron burner, heavy iron base, heat deflector and best die cut galvanized steel canopy.

2H02-242—42-inch canopy— 500 chick—Weight 23 pounds.....\$8.65
2H02-252—52-inch canopy—1000 chick—Weight 29 pounds..... 9.45
All prices on Pages 22 and 23 are F. O. B. Factory near Quincy, Ill.

AJ Wafers

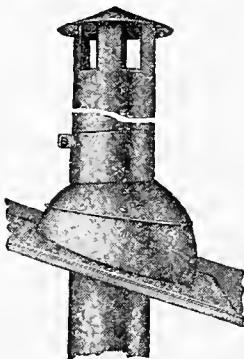


Postpaid

Every operator of brooders or incubators should have set of wafers on hand for emergency use. Our all brass, full double wafers are fresh and powerful. Screw stud or plain stud to fit most brooders or incubators.

2HM63P—For most coal brooders.....\$0.35
2HM63S—For Drum brooders..... .35

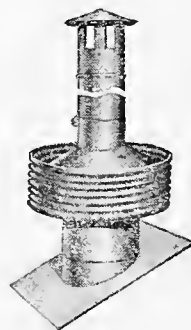
AJ Adjustable Roof Saddle



Easy to install; no need to cut pipe.
2HM2-25—Takes 5-inch pipe—Weight 5 pounds.....\$1.13

Safeguard from fire with this inexpensive roof saddle; easily adjusted to any pitch of roof, and locks securely by two set screws. Built to last, of heavy 25 in. gauge Tite Cote Galvanized. Complete with rain cap, but no pipe.

AJ Saddle Ventilator



Now—a perfect 8-inch ventilator and a 5-inch adjustable roof saddle, combined in one unit. One hole to cut, one installation to make—fits most any roof. Insures perfect ventilation. Of prime galvanized steel, finished in satin aluminum lacquer. Complete with cap, but without pipe.

2HM2-13—Weight 9 pounds.....\$2.89

Buy with Confidence — Brood with Success

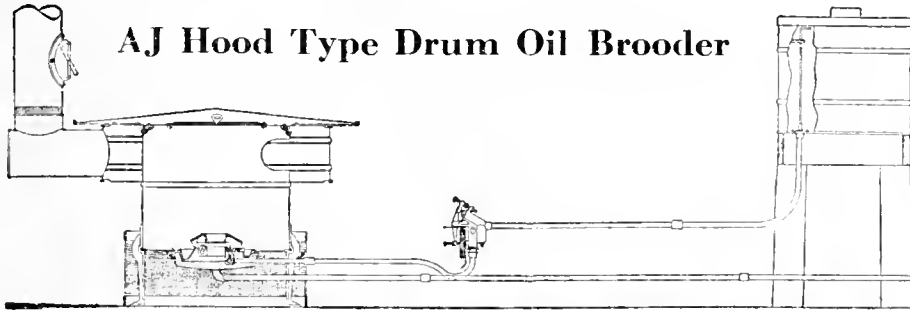
**Safe
Sure
Reliable**

A most popular type of Drum Oil brooder. Will heat any size brooder house up to 16 ft. square, even on coldest nights. The Automatic Control is most accurate and easily adjusted. It holds the temperature in your house just where you want it. Uses Furnace Oil (Distillate) or Kerosene. Has regular Furnace Burner. No wicks, needs no priming. No gas or fumes to stunt chick growth. Automatically ventilates house. Easy to op-

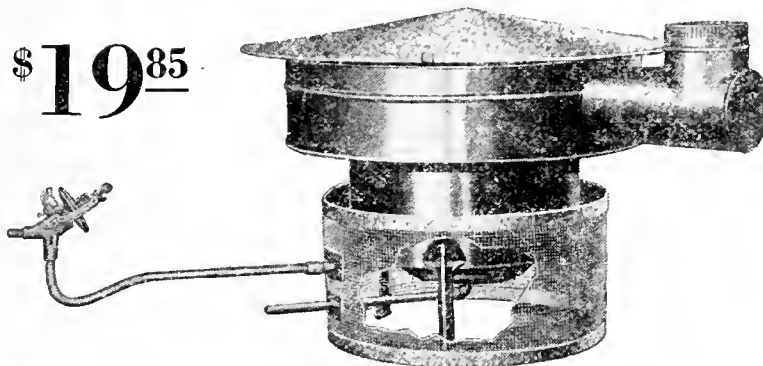
AJ Regal Brooders In All Popular Types — Priced to Save —

**You
Save
\$10.00**

AJ Hood Type Drum Oil Brooder



\$19⁸⁵



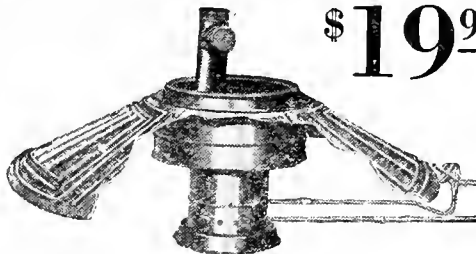
erate. Has big 24-inch drum that radiates worlds of heat. A strictly quality brooder equal to the best. Safe, convenient, economical and built to last many years. Comes complete with 9 gallon tank, oil pipe, smoke pipe elbow, draft adjuster and screen for base. All you need extra is some 5-inch smoke pipe. Top illustration shows installation ready for use.

2HA2-34—Chick capacity 500 to 1000—Wt. 74 lbs.. \$19.85
Quick shipments on all brooders from Factory stock near Quincy, Ill.

AJ Canopy Type Drum Oil Brooder

A great favorite last year, this most modern of brooders will be the choice of many poultry raisers during 1932. It is almost the same as the Hood Type described above, same size drum, same burner but equipped with full canopy instead of hood. Many

\$19⁹⁵

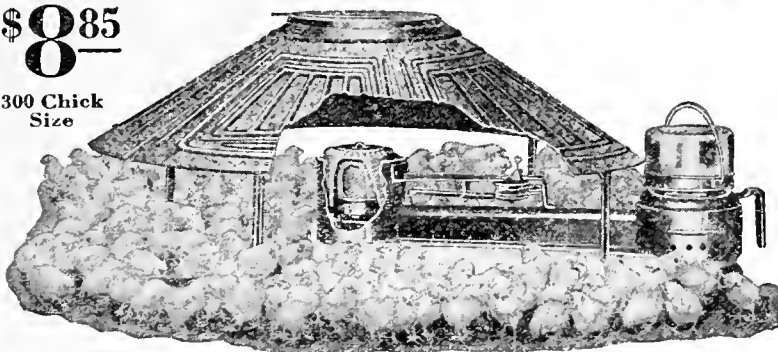


say a canopy saves heat and many want a canopy for chicks to hover under. We offer you a choice of two types of tried and proven brooders at prices to save you many dollars.

2HA2-2260—60-inch canopy—1400 chick—weight 77 pounds..... \$19.95

\$8⁸⁵

300 Chick
Size



AJ Regal Auto-Oil Brooder

This great oil brooder has no valve, float or sliding joints. No leveling is needed. The wide range of hand control takes care of uneven floors. Cannot overflow. Oil pipe line from bottle to burner is brazed into a one-piece, oil-tight unit. Fine steel shell encloses and protects all parts.

Has new pilot light, the greatest improvement in years! Won't go out; in fact, has to be put out. Thermostatic flame control regulates from a full blue flame down to candle-like pilot light. No need to stand around and adjust your brooder to changing weather conditions. Positive Control. Guaranteed not to produce smoke, gas or offensive odor. Develops an intensely hot blue flame. Canopy is die cut from heavy galvanized steel and has adjustable ventilator in top. Legs of sturdy cast iron. A very popular brooder, now at a price to make it the greatest value anywhere.

2HA2-132—32-inch Canopy— 300 chicks—Weight 35 pounds..... \$ 8.85
2HA2-142—42-inch Canopy— 500 chicks—Weight 40 pounds..... 9.85
2HA2-252—52-inch Canopy—1000 chicks—Weight 45 pounds..... 11.35

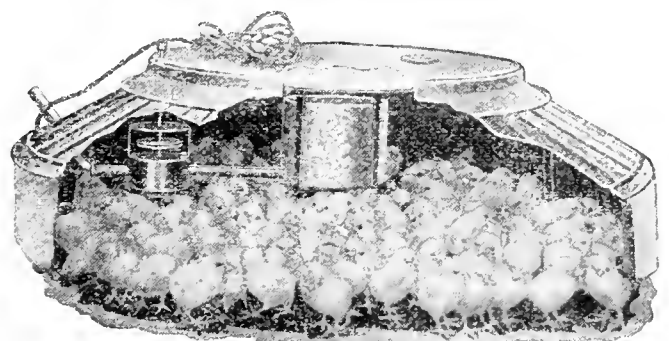
AJ Regal Auto-Electric Brooder

An Automatic Electric Brooder that works like a pipeless furnace, circulating warm, moist air under the canopy. A minimum of electricity does the work. Highest type heating element turns electric current into warm circulating air. Insulated canopy prevents heat loss and makes operation economical. Automatic switch cannot interfere with radio. You can set it up in just a few minutes when your chicks are ready. Complete with high grade thermometer, lead-in cord and plug. No extras to buy. *Be sure to specify electric current voltage.*

\$7⁶⁵

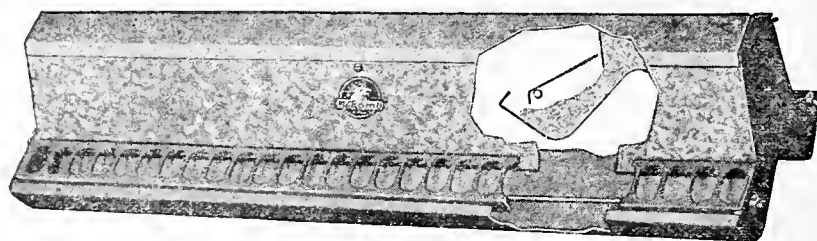
150 Chick
Size

2HC2-1030—30-inch canopy—150 chicks—Weight 28 pounds..... \$ 7.65
2HC2-1142—42-inch canopy—250 chicks—Weight 37 pounds..... 11.25
2HC2-1152—52-inch canopy—500 chicks—Weight 42 pounds..... 13.75



Alys Johnston Poultry Supplies Always Satisfy

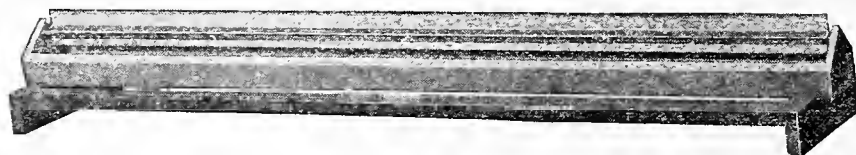
Chick Feeders and Founts



AJ Never Waste Hopper Feeder

A bigger, better, labor saving hopper feeder, with special feed saving device. Trough Grills hinge back to feed all ages. Has non-roosting guard, hinged top, inside handle. Don't confuse this feeder with smaller, inefficient types. Built of heavy galvanized steel.

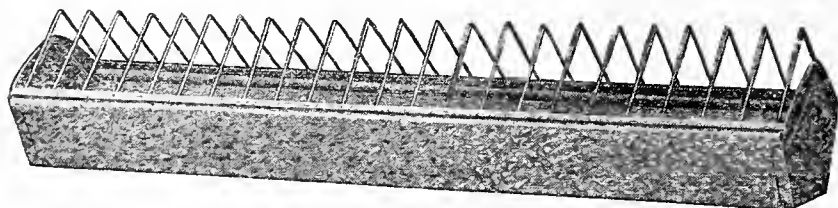
2HH2-130. 30 in. long. 46 holes. Weight 7 lbs.\$1.44
2HH2-140. 40 in. long. 62 holes. Weight 9 pounds..... 1.88



AJ "Reel" Chick Feeder

Maximum feeding space at low cost in this combination feeder. Used without stand for baby chicks. Placed on stand up out of litter for bigger chicks. All heavy galvanized, with tumble guard and water tight trough.

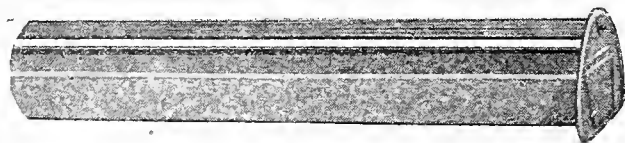
2HH2-548. 48 inches long. Weight 6 lbs.\$1.25



The AJ Growing Chick Feeder

This popular feeder has big trough and correspondingly large mash capacity. Of preferred shape, and upper edges carry a full 1/2-inch roll to afford great stiffness. This roll, in conjunction with metal binder on the grid guard, prevents wasting.

2HH2-2030. 30 in. long. Weight 4 lbs.\$0.90
2HH2-2048. 48 in. long. Weight 6 lbs. 1.23



AJ Baby Chick Trough

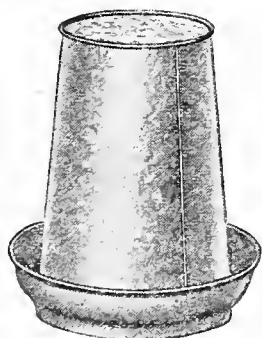
Most practical and a big value. Large capacity, with red wood roller, removable for easy filling, and wide flanged edge saves feed.

2HH2-324. 24 in. long. Weight 1 1/4 lbs. Six for.....\$1.32
2HH2-336. 36 in. long. Weight 1 1/2 lbs. Six for..... 1.88

AJ Mason Jar Founts

A well built fountain, fits any mason jar. Of non-peeling tite-cote Galvanized Steel only.

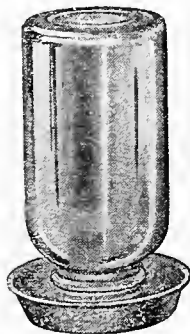
2HH2-7. Six weigh 2 lbs. Six for.....48c



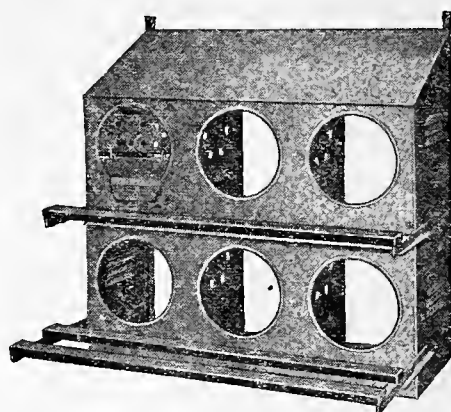
AJ Sanitary Chick Fount

Of best non-peeling Tite-Cote Galvanized Steel. Less splash or spill. Rolled edge of can snaps below buttons pressed into pan wall, securely locking the fount. Easily carried. Entirely sanitary. Chicks can't get wet.

2HH2M16. 4 Qt. capacity. Weight 2 lbs.45c



Nests



AJ Laying Nests Save Eggs

These are big, deep nests of heavy galvanized, with steep non-roosting roof, strong folding perches, and proper ventilation. They hang on any wall and are swung out to dump old litter. The full length assembly rods securely brace the bottoms. Trap fronts are optional.

2HJ2-1. Six Section (2 rows),
Weight 28 lbs. Each.....\$5.19
2HJ2-2. Ten Section (2 rows),
Weight 42 lbs. Each..... 7.67
Trap Fronts (Need no drilling. Weight
1 lb. Six for.....\$1.59

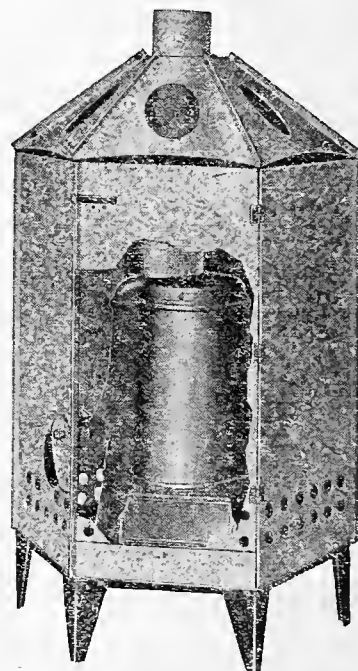
All prices on this page
F.O.B. Factory near Quincy, Ill.

AJ Laying House, Heat Circulator

Circulates warm air and heats the entire laying house. Increases egg production during the period of high egg prices. Economical and useful with any standard coal or drum type oil brooder. Made of heavy galvanized iron. Diameter, about 36 inches, height 48 inches. Comes complete except base or stand, which is an optional extra. Brooder stove not included.

2HT2-1. Circulator
only. Wt. 35 lbs. ...\$6.99
2HT2-2. Stand only.
Wt. 16 lbs. 2.69

F.O.B. Factory near
Quincy, Ill.



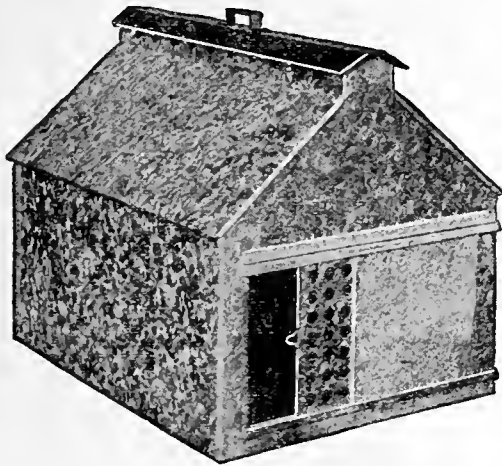
AJ Top Fill Chick Fountain

Utmost convenience and sanitation. A float controlled 10 quart fount, ideal for chicks. Finest automatic valve, separate narrow drinking pan, comfortable handle. Fills from the top without spill or bother.

2HG2-1. 10 Quart, weight 4 1/2
lbs.\$1.44



Real Money Savings in Profitable Poultry Supplies



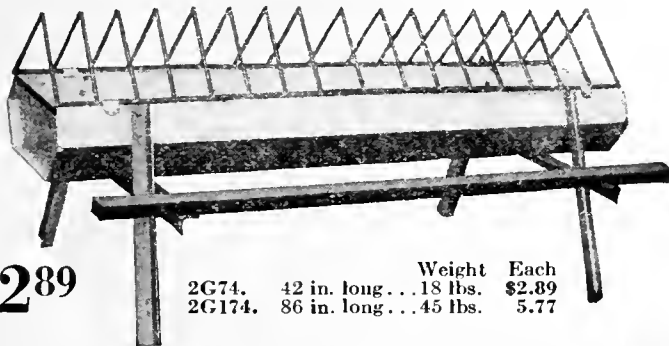
AJ Brood Coop

For hen and chicks. Rain, rat and vermin proof. Removable bottom for easy cleaning. Sheltered ventilators, sides and top, protect from drafts and rain. Adjustable, ventilated door permits full closing, part opening for chicks, or full opening for hen and chicks. Outer sliding door when closed, protects from weather. Ample size; 24 inches long; 18 inches wide; 18 inches high.

high. Shipped K.D., not prepaid. Easily set up. Shipping weight, 1 coop, 13 pounds; 3 coops, 40 pounds; 6 coops, 80 pounds.

2G100. Each, \$1.23; 3 for \$3.59; 6 for \$6.59.

AJ Open Trough Feeders



\$289

	Weight	Each
2G74. 42 in. long	18 lbs.	\$2.89
2G174. 86 in. long	45 lbs.	5.77

Heavy galvanized wire guard is hinged. Feeder can be filled or cleaned as easily as an open trough. Wire guard prevents roosting, crowding, fighting or throwing out of feed. Trough made of heavy 24-gauge galvanized steel with edges turned to prevent injuries. Two sizes. Rigid galvanized steel stand, 24 inches high, keeps litter out of feed. Trough 5 inches deep and 10½ inches wide. Not prepaid.

AJ Double-Duty Chick Waterers and Heater Fountains

This combination serves more purposes than any other item manufactured for us. The Fountain, without the base, listed below as Nos. 2G30, 2G31 and 2G32 Chick Waterer, consists of an inner tank with drinking pan attached, and an outside can with non-roosting top and heavy bail for carrying. To fill, use the outside can as a bucket, pour water into inside can and replace outer can over the inner can. Will not run over, and keeps pan ¾ full automatically. When used as a heater fountain, for grown poultry, the fountain is set on the base which is provided with a no-chimney brass burner of the best make, with felt wick, and has large reservoir and will burn 3 weeks on one filling. Not prepaid.



Chick Waterers		
2G30.	3-gallon	\$1.23
2G31.	5-gallon	1.49
2G32.	10-gallon	2.55

Heater Fountains		
2G65.	3-gallon	\$2.47
2G66.	5-gallon	2.70
2G67.	10-gallon	4.20

Attractive discounts on quantities

\$123



What's a CAPON and Why?

For a limited time only I will send you George Beuoy's Capon-Gold, regular 50-cent book, newly revised edition for 10 cents. Explains why Capons are so profitable. Tells everything you will ever want to know about them. 50 illustrations; list of Capon Dealers and addresses, and other valuable information.

2M1128. 10 cents postpaid

AJ Saves You Money on Genuine, George Beuoy's Capon Tools

To encourage my chick customers in caponizing and the use of really satisfactory tools for successfully performing this simple operation, instead of the many "cheap" sets on the market, I offer you your choice of Beuoy's capon sets at less than the manufacturers' regular prices. This profit-sharing plan gives you the best at a big saving. Don't be satisfied with less!

2M1129. Beuoy's Best Set (illustrated), \$3.79 postpaid.

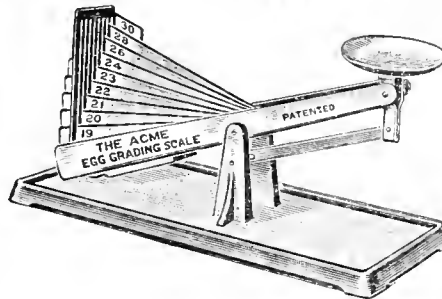
2M1130. Beuoy's Spoon Set—Complete same as Beuoy's Best Set, except combination split spoon, hook and probe is supplied instead of Beuoy's Best Remover. Best set on the market except Beuoy's Best Set above. Only \$2.45, postpaid.



\$379

Acme Egg-Grading Scale

Made entirely of aluminum, rustproof and practically indestructible. Accurately made and carefully tested and will meet the requirements of any state bureau of weights and measures. So simple that a child can operate it. Lowest visible number on the blades will indicate the weight in ounces of one dozen like eggs. Will accurately grade all eggs ranging from 16 ounces per dozen to 32 ounces per dozen. They are made in four styles, adapted to market requirements of different sections of the country.



2X1234

\$279

Postpaid.

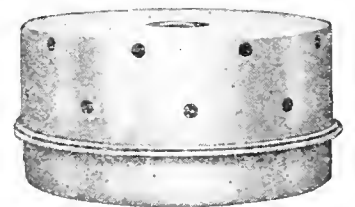
(\$4.50 into Canada)

Little Putnam Stove

Used under drinking can, crock or fountain to keep water from freezing in coldest winter weather. Pays for itself in increased egg production. Absolutely fireproof and non-explosive. Will not go out if tipped over or becomes buried in litter. Made of galvanized iron, 9 inches in diameter, 4 inches high. Combustion is complete. Burns three to four weeks without attention.

2PP198. Postpaid,

\$198



How Does Your Flock Stack Up?

How many eggs should a flock of layers produce each month throughout the year? Of course, that will depend upon the breeding back of these birds and the way they are fed and cared for. But in order that flock owners may compare how their flocks are doing with what a bird will do that is bred for good egg production and is receiving good feed and attention, we are giving herewith a table showing how many eggs per bird may be expected each month in the year when a flock average of 160 eggs per bird for the year is obtained.

November.....	8	May.....	20
December.....	10	June.....	18
January.....	10	July.....	16
February.....	12	August.....	13
March.....	19	September.....	7
April.....	21	October.....	6
Total.....	160		

Keep Your Stock in Perfect Health

Conkeys Poultry Remedies

Known All Over the World—The Poultryman's Standby. Keep a Few Select Remedies Always at Hand Ready for Emergency.

Conkeys OLD RELIABLE POWDER

2CC81—Easily given in the drinking water letting the birds help themselves. Keep it on hand for use in emergency or put it in drinking founts on cold rainy days.

EASTERN PRICES—Pkgs., 25c., 50c., \$1.00; 1½ lb. can, \$2.35, all postpaid; 5 lb. can, \$5.50; \$5.75 postpaid.

WEST OF THE ROCKIES—Pkgs., 30c., 60c., \$1.20; 1½ lb. can, \$2.50, all postpaid; 5 lb. can, \$5.75, \$6.00 postpaid.

Conkeys PILLS

(Formerly Called Roup Pills)

2CC82—Administer these pills twice daily, in extreme cases three times a day.

EASTERN PRICES—Pkgs., 25c., 50c., \$1.00, all postpaid; breeder size \$2.75; \$3.00 postpaid.

WEST OF THE ROCKIES—Pkgs., 30c., 60c., \$1.20, all postpaid; breeder size \$3.00; \$3.25 postpaid.

Conkeys BALMO

2CC83—A soothing cooling application for relieving irritation around swollen eyes and head and in the mouth when treating conditions caused by colds and similar troubles.

EASTERN PRICES—Package 50c., pint \$1.20, quart \$2.00, gallon \$7.00.

WEST OF THE ROCKIES—Pkgs., 60c., pint \$1.55, quart \$2.50, gallon \$8.00. Small size prepaid, other sizes express collect.

Conkeys SALVO

2CC84—Good to have on hand for treating sorehead, cuts and wounds of any description.

PRICES—Pkgs., 25c., or 30c., postpaid.

Conkeys DIATEX

2CC85—An astringent tablet for drinking water of poultry and baby chicks. Play safe—keep this remedy in the drinking water of all baby chicks until danger period of the first few weeks is past.

EASTERN PRICES—Pkgs., 25c., 50c., \$1.00, all postpaid; breeder size (950 Tablets), \$3.75; \$3.85 postpaid.

WEST OF THE ROCKIES—Pkgs., 30c., 60c., \$1.20, all postpaid; breeder size (950 Tablets), \$4.00; \$4.10 postpaid.

Conkeys POULTRY WORM REMEDY

(For Large Round Worms)

2CC86—Worms cause great loss and flocks should be treated regularly. See directions on packages of Conkeys Worm Remedy.

PRICES—Pkgs., 25c., 50c.; or 30c., 55c., postpaid; breeder size (5 lbs.), \$2.75; \$2.85 postpaid.

RAISE MORE CHICKS! GET MORE EGGS!

2CC88—Conkeys Y-O is a powder containing yeast and cod liver oil. Tested for highest potency A, B and D vitamins. 2 to 4% in feed works wonders. Endorsed by big egg farmers, breeders, and hatcheries. Prevents rickets, thin-shell eggs, and many other losses.

EASTERN PRICES—1-lb. pkg., 50c.; 2-lb. pkg., 90c.; 5-lb. pkg., \$1.60; 25-lb. drum \$6.50; 50-lb. drum \$11.50; 100-lb. drum \$19.50.

WEST OF THE ROCKIES—1-lb. pkg., 55c.; 2-lb. pkg., \$1.10; 5-lb. pkg. \$1.85; 25-lb. drum \$7.50; 50-lb. drum \$14.00; 100-lb. drum \$22.50.

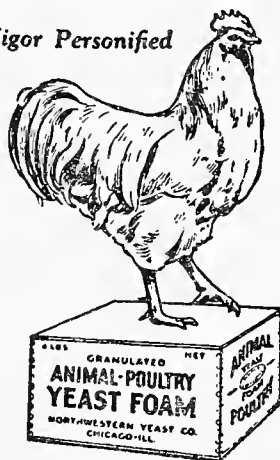
Free!

CONKEYS FREE POULTRY BOOK

is full of helpful suggestions on how to build good laying houses, brooder houses, coops and equipment; how to feed, care for and cull adult birds, etc. Sent free upon request and 4 cents in stamps for postage.

Free!

Vigor Personified



Animal-Poultry Yeast Foam

Better Health—Less Loss

Promotes increased production and hatchability. Makes stronger chicks. No worries over intestinal diseases.

The addition of Animal-Poultry Yeast Foam to the mash means an increased digestibility, greater assimilation, release of the mineral salts in foods and alkalining the digestive tract against intestinal disease bacteria.

2DD4. 4 lbs. box, enough for over 200 lbs. of mash feed, Postpaid.....\$1.00

Semi-Solid Buttermilk

Plain or with 4% Cod Liver Oil Added

The same uniformly good product that has been promoting health and producing profits in poultry and hogs for over 15 years. A protein concentrate, aids digestion, increases egg yield—promotes rapid growth in chicks and helps to prevent disease. Semi-Solid Buttermilk with Cod Liver Oil is a most efficient and economical form of feeding cod liver oil. Percentage and potency guaranteed.

Owing to constantly changing raw material prices and variations in transportation costs it is impossible to quote delivered prices on Semi-Solid Buttermilk in my catalog. Quotations for immediate acceptance will be supplied on request.

Legal and Hebrew Holidays for 1932

Feeding poultry so that it is ready for market at a certain time will often enable you to get a little better price for it. Keep this for reference:

Holiday	Date	Market Days	Commodities in Demand
Purim.....	Feb. 21....	Feb. 18-19-20..	Fowls and Hen Turkeys.
Passover.....	Apr. 21-22..	Apr. 18-19....	Turkeys, Fat Fowls, Ducks and Geese.
Easter.....	Mar. 27....	Mar. 24-26....	Fowls, Capons, Ducks, Geese, Rabbits, Spring Lambs, and Prime Veal Calves; also Goat Kids for the Italian trade.
Last Passover.....	Apr. 28-29..	Apr. 24-26....	Prime quality of all kinds.
Feast of Weeks.....	June 10....	June 6-7-8....	Prime quality of all kinds.
Decoration Day.....	May 30....	May 25-28....	Broilers and prime stock of all kinds.
Independence Day.....	July 4....	June 29-July 2..	Broilers especially.
Jewish New Year.....	Oct. 1-2....	Sept. 27-29....	Fat Fowls, Turkeys, Ducks and Geese.
(Rosh Hashonah)			
Day of Atonement.....	Oct. 10....	Oct. 6-8.....	All prime stock, especially White Leg-horn chickens and roosters.
Feast of Tabernacles.....	Oct. 15....	Oct. 11-13....	Ducks, Fowls and Fat Geese.
Feast of Law.....	Oct. 23....	Oct. 18-20....	Prime quality of all kinds.
Columbus Day.....	Oct. 12....	Oct. 8-11....	Live Chickens, Fowls and Rabbits.
Thanksgiving Day.....	Nov. 24....	Nov. 19-23....	Turkeys, Geese, Fowls, Capons, Young Pigs and Rabbits.
Christmas Day.....	Dec. 25....	Dec. 19-23....	Turkeys, Geese, Fowls, Capons, Suckling Pigs, Live Rabbits, Live Goats.

Wake-O

Temperature Alarm



Danger Signal for brooders, incubators. A safeguard against overheating or chilling chicks or eggs. Adapted for use wherever there is a fire hazard and constant temperature is important. Can be installed in any position. Outfit consists of alarm, bell, switch, ½-lb. wire, insulating staples and screws. Standard dry cell omitted on account of shipping weight. Complete instructions for installing and adjusting are enclosed with each alarm.

2X89. Postpaid.....\$4.45

Thorough Sanitation is Essential

Dr. Salsbury's PHEN-O-SAL

An invaluable preventive and curative treatment for intestinal disorders in poultry of all ages: Coccidiosis, Fowl Cholera, Brooder Pneumonia, Blackhead in Turkeys, etc. Use whenever droppings are not normal, regardless of color—yellow, green, black or bloody. These signs indicate digestive disorder caused by inflammation of the bowels. Can be used in any kind of container. Directions in package. Base your order on 2 tablets per bird.



2M501
50 tablets, 50c
125 tablets, \$1.00
300 tablets, \$2.00
500 tablets, \$3.00
1000 tablets, \$5.50

Here's the Latest Wormer

Dr. Salsbury's

AVI — TABS

for Chickens and Turkeys

A flock treatment for worms and a tonic, all in tablet form. Avi-Tabs are a concentrated medicine, the most convenient tonic and flock treatment for large round worms, pin worms and many species of tape worms. Just dissolve one tablet in a little water for each 5 birds and use this to moisten and make a crumbly mash. Repeat this for five mornings. Only one dollar for entire five-day flock treatment for 100 birds. 2M504

50 Avi-Tabs, 60c 200 Avi-Tabs, \$1.75
100 Avi-Tabs, \$1.00 400 Avi-Tabs, \$3.00
1000 Avi-Tabs, \$7.00

Dr. Salsbury's

WORM CAPS

For treatment of each bird to rid poultry of worms. Safe and soluble with a protective coating that assures each fowl the correct dose. Not harmful in any way, because the worm medicine is properly balanced with other drugs. More effective and easier on the birds and more economical to use. Small size for birds from 8 to 16 weeks. Large size for birds over 16 weeks. State age when ordering. 2M503



50—\$1.00
100—\$1.75
200—\$3.00
300—\$4.50

Dr. Salsbury's CAM-PHO-SAL

A popular corrective for all respiratory disorders in poultry—

For Colds, Roup, Bronchitis Brooder Pneumonia Chicken Pox

It soothes the inflamed nasal passages and loosens the phlegm. Its soothing and healing properties can not be over-estimated. Works like magic. Used as a spray. Also used for colds and snuffles in rabbits. 2M502

4 oz. bottle, \$1.00
8 oz. bottle, \$1.50
16 oz. bottle, \$2.50

Dr. Salsbury's STOP — PICK for Cannibalism

Stops toe, vent, wing, tail and feather picking. A blood colored preparation the consistency of raw flesh. Contains a nasty tasting, non-poisonous, harmless ingredient that cures the pickers. Heals raw surfaces.

2M4006. Large can, \$1.00.

Dr. Salsbury's RAT DEATH

A Red Squill preparation that kills rats and mice only. Bait with fish, meat or cereals. Non-injurious to human beings, livestock, dogs, cats and poultry.

2M4007. 4 oz. can, 50c.

Shipping Guide For Rabbit Breeders

Here is a year 'round guide to the market demand for domestic rabbit:

Jan. Good to Steady	July Fair—Fair
Feb. Steady—Steady	Aug. Fair to Steady
Mar. Steady to Good	Sept. Steady—Steady
Apr. Good to Steady	Oct. Steady to Good
May Steady to Fair	Nov. Good to Steady
June Fair—Fair	Dec. Steady to Good

Best Holidays: Easter, Christmas and New Year.

The markets usually accept any rabbits weighing four pounds and over of any variety, providing they conform to all health requirements.

DOG MEDICINES

Dr. David Roberts Has a Prescription for Every Dog Ailment



Prepaid

2Z60. *Worm Tablets	50c
2Z61. *Laxative Tablets	50c
2Z62. *Intestinal Tablets	50c
2Z63. Tonic Tablets	50c
2Z64. Blood Tablets	50c
2Z65. Cold Tablets	50c
2Z66. Rheumatism Tablets	50c
2Z67. Mange Medicine	50c
2Z68. Distemper Medicine	50c
2Z69. Flea Powder	50c
2Z70. Dog Shampoo	50c
2Z71. Dog Liniment	50c

*For running fits give Worm, Laxative and Intestinal Tablets.

Dr. Salsbury's RABBIT MEDICINES

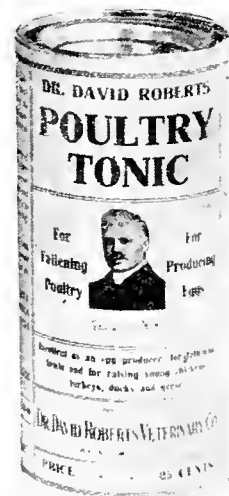
2M551. Cam-Pho-Sal—for colds, and snuffles—4 oz., \$1.00; 8 oz., \$1.50; 16 oz., \$2.50.

2M552. Phen-O-Sal—for Diarrhea and Slobbers—50 tablets, 50c; 125 for \$1.

2M553. Rabbit Wormer—a liquid preparation that kills and removes the worms and leaves the inflamed intestines healed. 32 dose bottle, \$1.00; 64 doses, \$1.75; 128 doses, \$3.00.

Dr. David Roberts' Poultry Medicine

2Z401. POULTRY TONIC, per 2-pound can	Prepaid \$0.25
2Z402. POULTRY TONIC, 12-pound pail	1.25
2Z403. POULTRY TONIC, 30-pound pail	3.00
A good conditioner for poultry.	
2Z404. POULTRY TABLETS	.50
To medicate drinking water for loose bowels.	
2Z405. BABY CHICK LOUSE POWDER, sifter can	.50
2Z406. POULTRY LOUSE POWDER, large sifter can	.25
For destroying lice on poultry.	
2Z407. POULTRY PASTE, per jar	.50
For colds in poultry.	
2Z408. POULTRY WORM CAPSULES	1.00
For round worms in poultry.	



More Eggs in Winter!

With well-bred early hatched pullets—AJ stock, of course!—you should have no trouble in getting good egg production during November and December, if well managed. Forty to fifty per cent is good production, although good stock can be pushed to give better results. Forty to fifty per cent production means an average of 40 to 50 eggs daily per 100 hens. When we go beyond this there is some danger of a molt unless the birds are skillfully fed to maintain body weight.

A good laying mash is essential—whether it is a commercial mash or a well balanced home mixture. And sufficient hopper space is absolutely necessary for good production. Provide at least one five-foot feeder with feeding space on both sides for every 50 hens, so as to give every bird a chance.

Do not feed too heavily on grain. It discourages mash consumption, which results in less eggs. Follow the manufacturers advice if you are feeding a commercial mash. Ten pounds of grain for Leghorns and 12 pounds for heavy breeds per day per 100 birds is about right to start pullets when placed in the laying quarters. Then increase the proportion of grain as production increases.

Provide plenty of clean water and use a good watering device (see page 25), at least one 5-gallon fountain for every 150 hens. Use a heated fountain in the winter for all cold climates. An egg is two-thirds water, and water is cheap.

AJ Poultry Bands

Successful poultry raisers never keep a non-laying hen. She eats as much and requires the same care as a layer. To tell the non-producers from the worthless birds, positive means of identification are necessary. AJ Poultry Bands afford absolute identification of every bird in your flock, and the little expense of applying them is far offset by the fact that you can quickly identify and remove the hens that are eating up your profits. There is an AJ Poultry Band for every identifying purpose, from Baby Chick to Tom Turkey size.

AJ Economy Trapnest Band



Style 2N7

Made of aluminum and celluloid, 1/2-inch wide, with two large numbers on each band. Secure clinch fastener—easy to apply. All sizes—Bantams to Tom Turkey. Numbered up to 1,000 and packed in sets of numbers—1 to 25, 26 to 50, etc., of one color—no sets broken. Thirteen colors—red, blue, green, black, white, brown, orange, yellow, violet, light blue, lavender, cerise and pink.

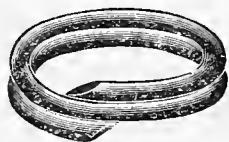
2N7—Poultry Size—Prices
25 for 50c 50 for 90c 100 for \$1.65 300 for \$4.70
500 for \$7.75 1,000 for \$15.00

American Males, Asiatic and Turkey Size, 20c additional per hundred.

2N22—Pigeon Size—Prices
50 (25 pair), \$0.65 100 (50 pair), \$1.25 500 (250 pair), \$5.80

AJ Economy Pigeon Bands are furnished in the same colors as the Economy Poultry Bands. Supplied with double numbers up to 100. Above 100—single numbers up to 1,000.

AJ Spiral Bands



Double Fold—2N200



Single Fold—2N100

Made of heavy gauge celluloid rod—strong and pliable. Full one-half ap. Bundled 50 of one size and color—no bundles broken. Thirteen colors—red, blue, green, orange, cerise, brown, black, ruby, yellow, white, light blue, pink and violet.

Single Fold—2N100—Prices

Size No.	Breed	50	100	300	500	1,000	2,000
4	Baby Chicks.....	\$0.25	\$0.45	\$1.20	\$1.75	\$ 3.00	\$ 5.75
5	Pigeons.....	.25	.45	1.25	1.85	3.20	6.00
6	Growing Chicks.....	.30	.50	1.40	2.00	3.40	6.50
7	Bantams.....	.30	.50	1.45	2.10	3.50	6.75
8	Leghorns, Anconas...	.30	.55	1.50	2.20	3.80	7.25
9	Large Leghorn.....	.30	.55	1.50	2.25	4.00	7.60
11	Rocks-Reds.....	.35	.60	1.60	2.40	4.40	8.40
12	Asiatic.....	.40	.75	2.00	3.00	5.50	10.50
13	Large Asiatic.....	.45	.85	2.35	3.50	6.50	12.50
14	Turkey.....	.55	1.00	2.70	4.00	7.50	14.50
16	Turkey Toms.....	.75	1.40	3.80	5.50	10.00	19.00

Double Fold—2N200—Prices

Size No.	Breed	50	100	300	500	1,000	2,000
8	Leghorns, Anconas...	\$0.50	\$0.80	\$2.20	\$3.40	\$ 5.70	\$10.80
9	Large Leghorn.....	.55	.85	2.30	3.50	6.00	11.50
11	Rocks-Reds.....	.60	.90	2.50	3.60	6.60	12.60
12	Asiatic.....	.70	1.10	3.00	4.50	8.50	16.50
13	Large Asiatic.....	.80	1.20	3.30	5.10	9.75	18.50
14	Turkey.....	.90	1.50	3.90	6.00	11.25	21.50
16	Turkey Toms.....	1.10	2.00	5.40	8.00	15.00	28.50

Size Numbers correspond to 1/8 of an inch, inside diameter.

AJ Chicks Great Travelers

ALYS JOHNSTON Co., Polo, Ill.

Dear Madam:

Just a few lines to let you know that out of your shipment of 100 chicks from Polo to Long Island, N. Y., only one died. They sure look like little huskies and they must be, to survive that long trip. Again I want to thank you for your courteous service and fine chicks.

H. A. MERZ,
New York

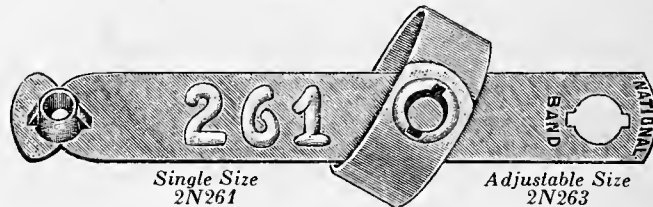
She Recommends AJ Chicks

ALYS JOHNSTON Co., Polo, Illinois

I am writing you in regard to the chickens I bought of you April 21. They are surely doing good. I still have 102, the same number I purchased. I am well pleased with them, and would recommend your chicks to anyone. Wishing you success, I am

PAULINE MILLER, Illinois

AJ National "Perma-Lock"



Single Size
2N261

Adjustable Size
2N263

Made of one piece of aluminum, 3/8 inch wide, and embodies a keyway rivet that engages in a similar shaped hole, and locks permanently in place when applied. Two styles—2N261—individual size for various breeds and 2N263—adjustable size to fit all breeds. Numbered consecutively as desired.

2N261 and 2N263—Prices

25 for 45c 50 for 70c 100 for \$1.20 300 for \$3.10
500 for \$4.80 1,000 for \$8.50

American Males, Asiatic and Turkey size—5c additional per hundred.
2N305S. Sealing Pliers for above, \$1.25 postpaid.

AJ National Adjustable



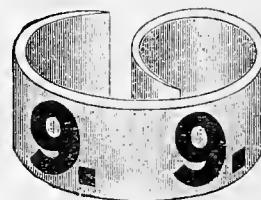
Style 2N15

An all-aluminum band with large, easy-to-read numbers, 1/2 inch wide. Light in weight, strong, durable, and easy to apply. Two sizes—small size for Plymouth Rocks and smaller breeds, large size for Asiatic breeds and Turkeys.

2N15—Prices

50 for 35c 100 for 60c 300 for \$1.50
500 for \$2.40 1,000 for \$4.25

Super Celluloid Bands



Style 2N9

Made of heavy gauge celluloid with large double black numbers. Easily read and distinguished at a distance. Seven brilliant fast colors: Red, blue, green, white, yellow, cerise and pink. Packed in sets of numbers 1 to 25, 26 to 50, etc., of one color and size—no sets broken.

Following sizes are numbered as follows:

No. 5 and 7 size..... 1 up to 250
No. 4, 6, 12 and 14 size..... 1 up to 500
No. 11 size..... 1 up to 2,000
No. 9 size..... 1 up to 3,000

2N9—Prices

Size No.	Breed	25	50	100	300	500	1000	2000
4	Baby Chick.....							
5	Pigeon.....	\$0.35	\$0.65	\$1.20	\$3.35	\$5.25	\$10.00	\$19.00
6	Large Pigeon and Growing Chick....							
7	Bantam.....	.50	.85	1.50	4.20	6.50	12.50	24.00
9	Leghorns, Anconas...							
11	Rocks-Reds.....	.60	1.00	1.80	5.20	8.50	16.50	32.00
12	Asiatic Breeds.....							
14	Turkeys.....	.90	1.65	3.00	8.70	14.25	28.00	.....

Super-Celluloid Bands without numbers (Plain), one-third off the above prices.

AJ Better Seeds for Poultry and Rabbits

Increase Your Egg Production and Keep Your Chickens Healthy By Feeding Them a Variety of Green Feed



Chicken or Rabbit Lettuce

Chicken or Rabbit Lettuce

2B103. The best green feed for chickens or rabbits. In this new variety you will find a feed that yields as much or more than other green feeds. It is economical to grow, for when cut it resumes its growth rapidly and can be cut again and again; or the leaves can be pulled off each stem like the Jersey Kale. The yield is extremely heavy. Chicken or Rabbit Lettuce is too coarse for a table variety. Grows 3 to 4 feet high and just loaded with large leaves. Pkt., 10c; oz., 30c; ¼ lb., 90c; lb., \$3.00, postpaid.

Poultry Beet

2B104. Mangel Wurzel (Poultry Beet). A very important crop, furnishing a tremendous yield per acre of a very healthy and nutritious food that is greatly relished by all kinds of livestock. Will keep cattle in perfect physical condition and increase the flow of milk. As a substitute for green feed for poultry, during the winter months, Mangel Wurzel are very valuable and always increase egg production. Pkt., 10c; ¼ lb., 25c; lb., 70c, postpaid.

Mammoth Russian Sunflower

2B105. Single heads often measure 12 to 22 inches in diameter and contain an immense quantity of seed, which is highly valued as food for poultry. Pkt., 10c; ¼ lb., 20c; lb., 50c, postpaid. In lots of 5 lbs. or more, by express, not prepaid, 30c per lb.

Spinach Beet

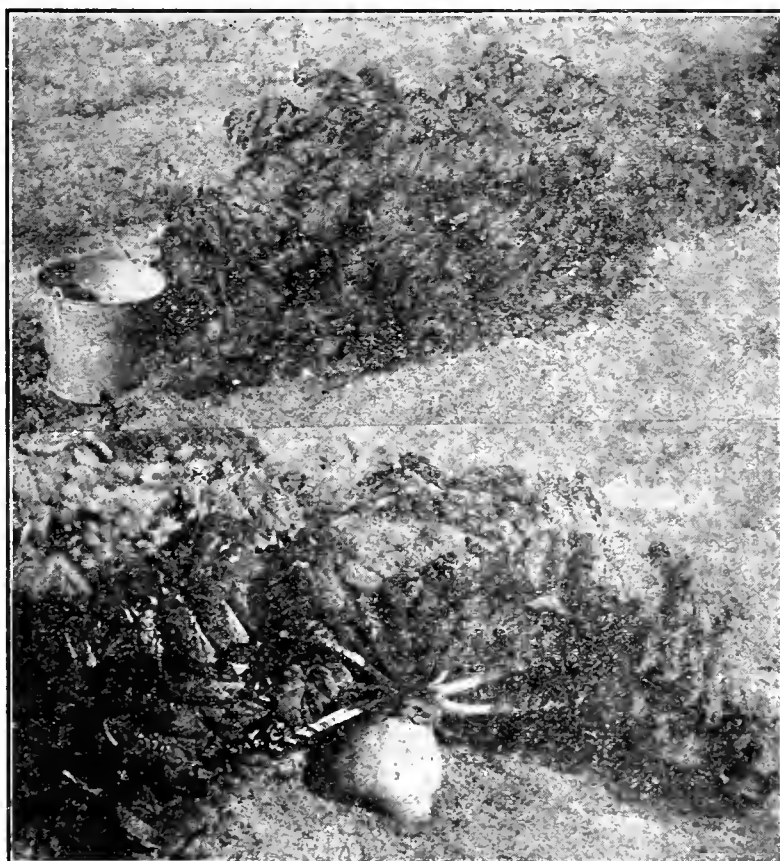
2B102. Spinach Beet (Improved Mammoth Swiss Chard), grown extensively for its large, juicy, tender leaves and leaf stalks. The leaves grow to a length of 2 to 2½ feet, and the stalks are nearly as thick and broad as Rhubarb, and never get tough. By picking off the large outside leaves, as wanted, more leaves continue to grow and keep right on growing until killed by severe frost in the fall. The whole leaf can be used for greens, or the leaf stalks can be cooked like asparagus. Grown extensively as green feed for poultry. Pkt., 10c; oz., 15c; ¼ lb., 40c; lb., \$1.25, postpaid.

Poultry Cabbage

2B101. Poultry Cabbage is a wonderful green feed for poultry and has been known to yield 3 tons in a space 40 x 60 feet. You can't beat this for low priced green feed. One-half pound of seed will grow enough greens to feed about 1,000 hens for 4 months; 3 pounds to an acre for 6,000 hens for 4 months.

Poultry Cabbage is a rapid grower. In the Northern States the seed can be sown any time from early spring until the middle of July. In some parts of the South the seed may be sown throughout the entire year, or from July to September for main crop.

Sow in rows half an inch deep and 24 inches apart, allowing about 2 inches between the seed. Cultivate and keep free from weeds. Commence feeding when plants are about 4 inches high, pulling out and feeding alternate plants. Continue thinning until plants are about one foot apart. These should make heads of 5 to 7 pounds in 60 days and may be fed immediately or allowed to stay in the ground until cold weather. These heads may be fed whole, as they are very tender and 100 per cent edible. Clobbering is not required, even for young chickens. Poultry Cabbage will not discolor the yolks of eggs when fed to laying hens. Pkt., 10c; oz., 30c; ¼ lb., 90c; lb., \$3.00, postpaid.



Japanese Radish

2B106. Japanese Giant Radish (above) is used extensively in Japan as a winter feed for poultry and cattle. It grows to an enormous size, often 15 lbs., and some grow to more than 30 lbs. Will keep until spring and provide an enormous quantity of winter feed.

Notice the photographs of the Sakurijima Radish on this page. The upper photo shows one of these radish plants growing beside a 14-quart water pail. The under photo shows plant with some of the leaves removed. These photos were sent to us by one of our customers, who writes as follows: "I believe it's about the best and most rapid-growing plant to furnish green food for chickens. The chickens will eat not only the green top, but every bit of the radish, if just given a chance. I grew one and had it on exhibition that weighed 13 pounds."

Pkt., 10c; 3 pkts., 25c; oz., 30c; ¼ lb., 90c; lb., \$3.00; postpaid.



Poultry Cabbage

**Cut Your
Feed Bill
in Half**

A Productive Garden Lessens Living Costs



Asparagus Seed and Plants

GIANT WASHINGTON (Improved Mary Washington Strain). A variety developed by the United States Department of Agriculture. A rapid growing sort with a delicious flavor and tenderness, yielding stalks two inches in diameter, and even when twelve inches long are perfectly tender. It is practically immune to "rust" and other Asparagus diseases, and is without doubt the finest strain of Asparagus now available.

2B1001, Seed. Pkt., 10c; oz., 20c; ¼ lb., 60c; lb., \$1.75, postpaid.

2B1002, Plants. 25 for 60c; 50 for \$1.00; 100 for \$1.75; postpaid. By express, not prepaid, 250 for \$3.50; 500 for \$6.00; 1,000 for \$11.00.

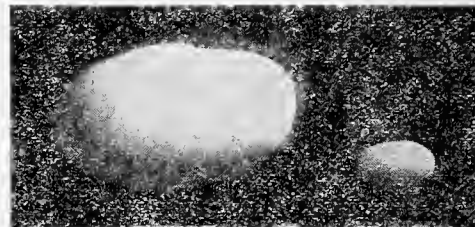
Giant Aztec, the Largest of All Beans

2B1003. The largest and the most wonderful bean ever introduced. A real bean; looks like a field or navy bean, except that it is 8 or 9 times as large.

The Giant Aztec is a round white bean, not at all uncommon in appearance except for its enormous size. As a comparison, we might state that it takes from 160 to 170 of the common field or navy beans and usually only 18 or 20 of the Giant Aztec beans to weigh an ounce. It grows in bush form; will stand more drought than most varieties; hardy and very prolific. As to productiveness, we doubt if it can be equaled by any other known variety. One planter who gave this bean a trial states that three years ago he secured four beans, the product of which he replanted the following spring, and in the fall harvested 240 pounds of dry beans.

The flavor of the Giant Aztec Bean is unexcelled, and owing to its merit it is bound to become very popular both as a green and a dry shell bean. Our supply of seed is limited. Now is

the time to get started with this wonderful bean. Pkt., 10c; 3 pkts., 25c; ¼ lb., 40c; lb., \$1.25, postpaid.



The above illustration was reproduced from an actual photograph, to show the comparative size of the Giant Aztec Bean with that of the common field or navy bean.

YARD LONG BEANS



THE YARD LONG BEAN is an excellent variety as well as being an interesting curiosity. The vines are rampant growers and produce an enormous crop of long, slender pods, many of which grow to three feet or more in length, having the thickness of a lead pencil. Produce late in the summer, very productive, excellent quality for snap beans, tender and of fine flavor. 2B1166. Packet of seed 10c; 3 for 25c.

The "Chestnut Bean"

2B1004. This wonderful Bean looks like a gigantic Pea. When boiled it has a flavor like boiled chestnuts, and is one of the most delicious beans grown. Grows in the form of a tall bush, and is completely covered with pods. For soup and turkey stuffing it cannot be surpassed. It is a Spanish Bean, and is known as the "Garbanzo" Bean. Pkt., 10c; 3 pkts., 25c; ½ lb., 40c; lb., 75c, postpaid.



Other Varieties of Beans

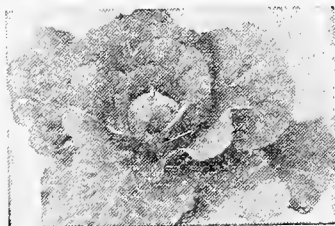
- 2B1005. Bountiful (Green Podded)
 - 2B1006. Davis White Wax (Wax Podded)
 - 2B1007. Full Measure (Green Podded)
 - 2B1008. Giant Stringless (Green Podded)
 - 2B1009. Henderson's Bush Lima
 - 2B1010. Improved Golden Wax (Wax Podded)
 - 2B1011. Pencil Pod Black Wax (Wax Podded)
 - 2B1012. Round Pod Kidney Wax (Wax Podded)
- PRICES of the above eight varieties: Pkt., 10c; ½ lb., 22c; lb., 40c, postpaid.

Beets

2B1013. CROSBY'S EGYPTIAN, leading extra early variety; 2B1014, DETROIT DARK RED, leading main crop variety. Prices of either variety: Pkt., 8c; oz., 15c; ¼ lb., 35c; lb., \$1.00, postpaid.

Cabbage

2B1015, ALL-HEAD EARLY, largest flat-headed early cabbage; 2B1016, COPENHAGEN MARKET, the leading early round-headed cabbage; 2B1017, DANISH BALLHEAD, leading round winter cabbage; 2B1018, EARLY JERSEY WAKEFIELD, the most popular early pointed-head cabbage; 2B1019, MAM-



Early Jersey Wakefield

MOTH ROCK RED, the best red cabbage; 2B1020, PREMIUM LATE FLAT DUTCH, the best large flat late variety. Your choice of these varieties at 10c per pkt.; oz., 35c; ¼ lb., \$1.00, postpaid.

Carrots

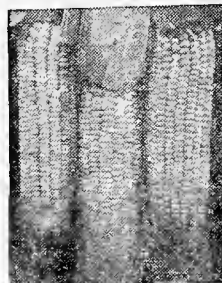
2B1021, CHANTENAY, an excellent early variety; 2B1022, DANVER'S HALF LONG, adapted to all soils; 2B1023, IMPROVED LONG ORANGE, productive variety for light soil; 2B1024, OXHEART, a short variety recommended for heavy soils. Your choice of these varieties: Pkt., 8c; oz., 15c; ¼ lb., 35c; lb., \$1.00, postpaid.

Celery

2B1025, GIANT PASCAL, a tall sort and the best variety for late fall and winter use; 2B1026, GOLDEN SELF-BLANCHING, beautiful yellow color and the most popular early variety; 2B1027, WHITE PLUME, the earliest celery grown; 2B1028, WINTER QUEEN, the best keeping variety. Your choice of these varieties: Pkt., 10c; oz., 40c; ¼ lb., \$1.20, postpaid.



Chantenay Carrot



Golden Evergreen

Chinese Celery Cabbage

2B1000. A most delicious vegetable combining the rich celery flavor with that of cabbage. May be cooked or eaten raw. Fine for salad or slaw. Pkt., 10c; oz., 30c; ¼ lb., 90c; lb., \$3.00, postpaid.



Cauliflower

2B1029, EARLY SNOWBALL is the best early variety, and our select strain is the earliest Cauliflower grown; 2B1030, DRY WEATHER, is a large second early sort which will grow and head in hot, dry, districts where it is difficult to grow other varieties. Prices of either variety: Pkt., 20c; ¼ oz., 60c; ½ oz., \$1.00; oz., \$1.80, postpaid.

Sweet Corn

2B1031, COUNTRY GENTLEMAN, popular late variety, exceedingly sweet; 2B1032, EARLY SASKATCHEWAN, the earliest, white sweet corn; 2B1033, GOLDEN BANTAM, the most popular early yellow sweet corn; 2B1034, GOLDEN EVERGREEN, the best main crop yellow variety; 2B1035, MAMMOTH WHITE CORN, a popular early sort; 2B1036, STOWELL'S EVERGREEN, the standard main crop variety. Your choice of these varieties: Pkt., 10c; ¼ lb., 22c; lb., 40c; 2 lbs., 70c; postpaid.

Pop Corn

2B1037, AUSTRALIAN HULLESS (Tom Thumb), the most popular variety; 2B1038, QUEEN'S GOLDEN, best yellow variety; 2B1039, WHITE RICE, the old standard market sort. These varieties: Pkt., 10c; ¼ lb., 22c; lb., 40c, postpaid.

You Can Make No Better Selection Than A.J. Seeds Offer



China Long



Early Fortune

Cucumbers

2B1040. DAVIS' PERFECT, an excellent cucumber for slicing; **2B1041. EARLY FORTUNE**, one of the finest extra early slicing varieties; **2B1042. IMPROVED LONG GREEN**, a popular sort; **2B1043. WESTERFIELD'S CHICAGO PICKLING**, the leading pickling variety. Your choice of these four varieties: Pkt., 8c; oz., 15c; ¼ lb., 40c; lb., \$1.25, postpaid.

China Long Cucumber

2B1044. This is a remarkable new long green cucumber from China with fruits up to 2 feet in length, and only 2 to 3 inches in diameter. The skin is deep green and nearly smooth, the spines being few and small. There is nothing equal to China Long for crispness except possibly some of the hothouse varieties; flesh solid and of the very best quality for slicing. The nearest seedless of any variety we have ever tried. Nearly as early as the shorter varieties; vines strong, vigorous, healthy and productive. A most desirable variety for the home garden, and is sure to be a popular market sort as soon as it becomes better known. Pkt., 10c; 3 pkts., 25c; oz., 50c; ¼ lb., \$1.50; lb., \$4.75, postpaid.

Egg Plant

2B1045. BLACK BEAUTY is the earliest large fruited egg plant, and the best variety to grow. Pkt., 10c; oz., 50c, postpaid.

Endive

2B1046. EXTRA CURLED is the leading variety; a most refreshing fall and winter salad. Pkt., 8c; oz., 15c; ¼ lb., 40c, postpaid.

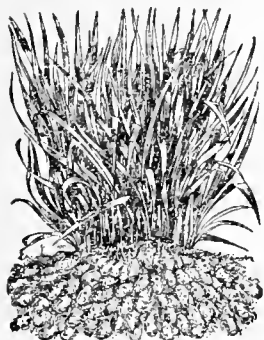


Ground Cherry

Ground Cherry

2B1047. Each year this little fruit is becoming more popular. They grow on almost any soil, are easily raised and are prolific bearers. For sauce or pies they are excellent. They are delicious as preserves, and when dried in sugar, are as good as raisins for cakes and puddings. The fruit is of handsome yellow color, and will keep nearly all winter if stored in a cool place. No one, after raising them once, will ever make a garden without devoting a portion to the Ground Cherry. Be sure and get the Improved Yellow. Our seed is the genuine. Pkt., 10c; 3 pkts., 25c; oz., 50c, postpaid.

Ground Almonds



Grow them in your garden. A delicious nut, with a flavor resembling the Coconut or the Almond. The meat is snow-white, covered with a thin shell or skin of brown color. It grows close to the surface, is very prolific, a single nut yielding from 200 to 300 nuts in a hill, and will do well in any kind of soil. If the nuts are planted in the spring the same as potatoes a big crop can be expected about potato harvest time. They grow so rapidly and produce such immense crops that you will be surprised. Plant some for the children. Everybody likes them. **2B1163.** Pkt., 10c; 3 pkts., 25c; lb., 75c, postpaid.

Watermelon

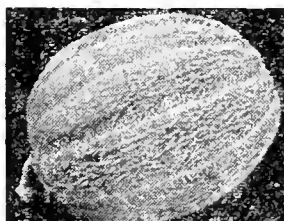
2B1061. COLE'S EARLY, the standard extra early watermelon; **2B1062. KLECKLEY'S SWEET**, one of the sweetest melons; **2B1063. PEERLESS**, the earliest long melon; **2B1064. TOM WATSON**, the most popular large melon. Prices of seed these varieties: Pkt., 8c; oz., 15c; ¼ lb., 35c; lb., \$1.00, postpaid.



Pride of Yukon

Pride of Yukon Watermelon

The earliest watermelon grown; ripe melons in 65 days. **2B1160.** Pkt., 10c; oz., 15c; ¼ lb., 40c; lb., \$1.25, postpaid.



Osage Muskmelon

Muskmelon

2B1055. BENDER'S SURPRISE, the best large size medium early salmon fleshed melon; **2B1056. EXTRA EARLY HACKENSACK**, the best early green fleshed melon; **2B1057. HALE'S BEST**, a wonderful early market variety; **2B1058. HEART'S OF GOLD**, one of the most delicious orange fleshed melons; **2B1059. OSAGE**, a popular main crop yellow fleshed variety; **2B1060. ROCKY FORD**, the most famous melon. All these varieties: Pkt., 10c; oz., 15c; ¼ lb., 40c; lb., \$1.25, postpaid.

Japanese Climbing Cucumber



A wonderful cucumber from Japan. Vines extra strong, vigorous and great climbers, producing surprising amount of superior fruit on poles, fences, side of house, etc. Three times the usual crop from a given area can be grown with this variety. A good sort to plant to save garden space. Fruits of large size, nice green color, and fine for slicing and pickling. Sets fruit constantly throughout the season. **2B1161.** Pkt., 10c; 3 pkts., 25c.

Garden Huckleberry



The Garden Huckleberry grows from seed the first year. A new fruit that cannot be excelled for Pies and Preserves. Very prolific, yielding an immense crop of fruit. It is an annual and must be planted each year from seed. Grows and thrives in all climates and on all kinds of soil. The fruits grow larger than the common Huckleberry or Blueberry. If cooked with apples, lemon or anything sour, they make the finest jelly. You will be delighted and astonished with this easily grown and wonderful novelty. **2B1162.** Pkt., 10c; 3 pkts., 25c.

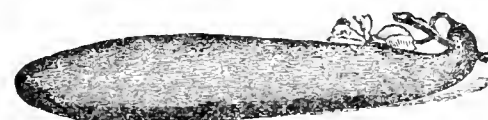
Kale

2B1048. DWARF SCOTCH; is the finest variety. Hardier than cabbage, excellent for winter and spring use. Pkt., 8c; oz., 15c; ¼ lb., 35c; postpaid.

Lettuce

2B1049. BIG BOSTON, the leading head lettuce; **2B1050. BLACK SEEDS SIMPSON**, most popular loose-leaf variety for outdoor plantings; **2B1051. GRAND RAPIDS**, the best loose-leaf lettuce for growing under glass; **2B1052. ICEBERG**, a head lettuce of superior quality; **2B1053. IMPROVED HANSON**, a head lettuce which will stand more hot weather than other varieties; **2B1054. MAY KING**, the earliest head lettuce. All varieties of Lettuce, 8c packet; oz., 15c; ¼ lb., 40c; lb., \$1.25, postpaid.

Banana Muskmelon



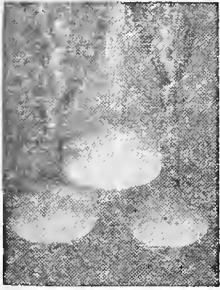
Surpasses all other melons in its delicious fragrance. The flesh (the melon being nearly solid) is of a rich salmon, of the best quality, and very sweet and melting. It is very prolific. Grows from 18 to 36 inches in length and looks almost like an overgrown banana. **2B1164.** Pkt., 10c; 3 pkts., 25c.

New Climbing Watermelon



A superb variety that may be trained and tied to trellis, etc. Melons about the size of large coconuts; crimson flesh of the highest quality; rich and sweet. Fruit ripens for a long period, unlike other sorts, which ripen their fruit mostly at one time. An ideal melon for the small garden. **2B1165.** Pkt., 10c; 3 pkts., 25c.

You Can Depend on A J Seeds to Produce Big Crops



White Portugal

Onions

2B1066, EBENEZER, the mildest flavored onion grown and an excellent keeper; 2B1067, LARGE RED WETHERFIELD, the best red flat onion; 2B1068, MAMMOTH SILVER KING, the largest white onion; 2B1069, PRIZE-TAKER or MAMMOTH SPANISH, the big sweet yellow variety sold in fruit stores; 2B1070, SOUTH-PORT RED GLOBE, excellent round yellow variety; 2B1071, WHITE PORTUGAL or SILVERSKIN, the most popular white onion; 2B1072, YELLOW GLOBE DANVERS, the most popular yellow onion. All varieties of onion seed: Pkt., 10c; oz., 25c; ¼ lb., 80c; lb., \$2.50, postpaid.

Parsley

2B1073. CHAMPION MOSS CURLED is the finest variety. Pkt., 8c; oz., 15c; ¼ lb., 35c, postpaid.

Parsnip

2B1074. IMPROVED HOLLOW CROWN is the best variety. Pkt., 8c; oz., 15c; ¼ lb., 35c; lb., \$1.00, postpaid.

Northern Grown Peanuts



2B1075. Just as good Peanuts can be grown in the Northern States as in the South, provided you plant improved Early Spanish. Everyone should plant at least a few for the children.

This is the earliest variety grown, and very productive. The pods are small, but remarkably solid and well filled with nuts of the very finest quality. Boys, here is a chance for you. Think of growing peanuts in your own garden and having plenty of them to eat. Shell nuts carefully so as not to break inside skin, and plant as soon as ground becomes warm, about 2 inches deep, in rows 3 feet apart, and from 8 to 10 inches apart in the row. Pkt., 10c; 3 for 25c, postpaid.



Lima Peas

Lima Pea or Frost Proof Bean

2B1078. The Lima Pea is extensively used in Europe, where it is known as the Broad Bean. It is a most delicious vegetable, and sure to become as popular as the Lima Bean. The peas are larger than the largest Lima Bean and nearly the same shape. Very hardy; can be planted as soon as the ground thaws out in the spring. In growth it is unlike other varieties of peas, for instead of being a vine, it is a bush of upright growth, about two feet high, with strong, sturdy stalks. While it is known as a bean, the taste is more like that of the Pea. Packet 10c; 3 pkts., 25c; 7 pkts., 50c, postpaid.

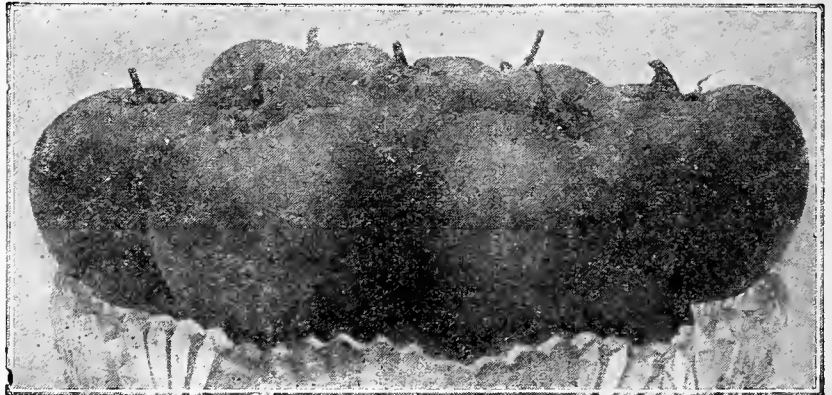
Other Varieties of Peas

2B1079, ALASKA, earliest variety to mature; 2B1080, AMERICAN WONDER, early; 2B1081, DWARF GRAY SUGAR, a fine edible podded variety that is cooked like snap beans; 2B1082, DWARF TELEPHONE, second-early; 2B1083, GRADUS, large-podded early variety; 2B1084, HUNDREDFOLD, large-podded early; 2B1085, LAXTONIA, large-podded early; 2B1086, LITTLE MARVEL, early; 2B1087, TELEPHONE, leading main crop variety; 2B1088, THOMAS LAXTON, large early variety. These varieties: Pkt., 10c; ½ lb., 22c; lb., 40c; 2 lbs., 75c, postpaid.

New Guinea Butter Vine

ONE OF THE MOST DELICIOUS OF ALL VEGETABLES

2B1065. The New Guinea Butter Vine is a wonderful vegetable. Grows to enormous size, one fruit often weighing 15 pounds, and from 3 to 5 feet long. In growth it is similar to the squash, and can be grown in the same manner or can be trellised up. It is more productive than squash and much easier to grow. The vines are always free from disease and insect pests, and stand more neglect and abuse than any other vegetable vine we know of. The fruits should be eaten when small, while the fuzzy growth is yet on. It can be cooked like Squash and fried like Egg Plant. When cut up in small pieces and cooked with cream or fried it is most delicious. If trellised up, the vines take up so little space, no garden is too small for at least two or three plants Pkt., 10c; 3 pkts., 25c; oz., 50c, postpaid.



Potato Seed Balls

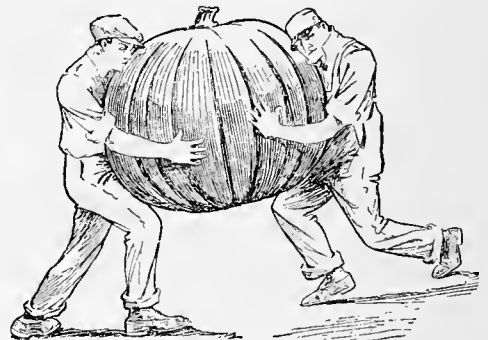
Hybridized Potato Seed

2B1076. Seed from the Seed Balls—Headquarters Stock. Your fortune may be in one of them. They are as easy to grow as tomatoes. Millions never saw a Potato Seed Ball. Thousands have tried in vain to get the seed. Now is your opportunity. This unrivaled seed will produce an endless variety of new kinds. It is from these that all valuable new varieties of potatoes are produced. Growing new and distinct Seedling Potatoes from the Seed-Ball Seed is intensely interesting. They will be the greatest curiosity of your garden. This seed will positively produce innumerable new kinds, colors, shapes, sizes and qualities. The product will astonish you. Some may be of immense value and bring you a golden harvest. Every farmer, gardener and bright boy should plant a few packets. You may be one of the lucky ones. Full directions on every packet. Pkt., 15c; 2 pkts., 25c; 5 pkts., 50c, postpaid.

Burgess' Drought-Proof Pea

Laughs at Drought, Smiles at Rain

2B1077. Burgess' Drought-Proof will do well under a wider range of weather and soil conditions than any other variety. It will grow a crop during the driest, hottest summer months, at a time any other variety would be a failure. In the hot, dry localities of the West this variety will grow a large crop without irrigation and without a single drop of rain falling upon it from seed time to harvest. For midsummer or late summer planting this is the variety to plant. If it rains and the soil is kept moist this variety will produce as large a crop as any variety we know of; if it doesn't rain, and it gets hot and dry, you will get a crop anyway. The handsome round pods are well filled with from 7 to 10 peas in a pod; quality excellent, sweet and tender, even when the peas are large. Vines grow 2 feet high, and require no support. This is the pea that will do its best in the North, South, East or West. Don't fail to give it a trial. Pkt., 10c; ½ lb., 25c; lb., 45c; 2 lbs., 80c, postpaid.



Jumbo Pumpkin

Jumbo Pumpkin

2B1089. Often weigh 100 to 300 lbs. Always a prize winner at exhibitions. A good pie pumpkin and valuable for stock feeding. Pkt., 10c; oz., 20c; ¼ lb., 50c; lb., \$1.50, postpaid.

Other Pumpkins

2B1090. BIG TOM or IMPROVED LARGE FIELD, leading corn field pumpkin; 2B1091, KENTUCKY FIELD, an excellent variety; 2B1092, SMALL SUGAR, the popular variety for pies. Seed of these three varieties: Pkt., 8c; oz., 15c; ¼ lb., 35c; lb., \$1.00, postpaid

Peppers

2B1093, HARRIS' EARLIEST, the earliest sweet pepper; 2B1094, HARRIS' EARLY GIANT, larger and two weeks later; 2B1095, CHINESE GIANT, largest pepper grown and very sweet; 2B1096, LONG RED CAYENNE, the leading hot pepper; 2B1097, NEAPOLITAN, the earliest large sweet pepper; 2B1098, RUBY KING, a popular sweet variety; 2B1099, PIMENTO, thick meat sweet canning pepper. Prices of Pepper seed: Pkt., 10c; oz., 50c, postpaid.

Vegetables Maintain Health and Cut Living Costs

Radishes

2B1100, CRIMSON GIANT, larger than other round red radishes, and stands longer without getting bollow or pithy; 2B1101, EARLY BIRD, extra early scarlet turnip-shaped variety; 2B1102, EARLY SCARLET GLOBE, early round red radish; 2B1103, EARLY SCARLET TURNIP, popular variety; 2B1104, EARLY WHITE TURNIP; 2B1105, EARLY LONG SCARLET SHORT TOP, most popular long red radish; 2B1106, FRENCH BREAKFAST, red, white tipped, olive shaped; 2B1107, ICICLE, the best long white radish; 2B1108, LONG BLACK SPANISH, the best keeping winter radish; 2B1109, SAXA, earliest radish grown; 2B1110, SCARLET CHINA, the best red winter radish. All above at 8c per pkt.; oz., 15c; ¼ lb., 35c; lb., \$1.00, postpaid.

Rhubarb (Pieplant)

Rhubarb is the first vegetable from the ground in the spring and the easiest of all perennial plants to grow. 2B1111, SEED, pkt., 10c; oz., 25c; 2B1112, ROOTS, 30c each; 3 for 65c; 12 for \$2.00, postpaid. By express, not prepaid, \$6.00 per 50; \$10.00 per 100.

Salsify (Vegetable Oyster)

2B1113, MAMMOTH SANDWICH ISLAND is the best variety. Pkt., 10c; oz., 25c; ¼ lb., 75c; lb., \$2.25, postpaid.

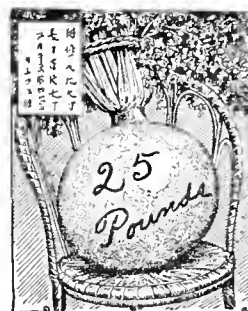
Spinach

2B1114, BLOOMSDALE, very early, light resistant; 2B1115, KING OF DENMARK, early large variety; 2B1116, MONSTROUS VIROFLAY or THICKLEAF, largest leaved variety, grows rapidly; 2B1117, NEW ZEALAND or EVERBEARING, large bush with small leaves, the only kind that can be successfully grown in extremely hot weather; 2B1118, VICTORIA, unexcelled for spring or fall sowing. All varieties: Pkt., 5c; oz., 12c; ¼ lb., 25c; lb., 65c, postpaid.

Squash

2B1119, BANANA, large, long winter squash, one of the best; 2B1120, BLUE HUBBARD, a large blue squash of the Hubbard shape; 2B1121, CHICAGO WARTY HUBBARD, popular with market growers catering to a fancy trade; 2B1122, COCOZELLE, (Italian Marrow or Summer Asparagus), one of the most delicious of the summer squashes; grow so rapidly that they may be picked almost every day from late June until October; 2B1123, DELICIOUS, one of the finest winter varieties, unsurpassed for sweetness; 2B1124, EARLY WHITE BUSH, earliest summer squash; 2B1125, GIANT SUMMER CROCKNECK, the most popular summer squash; 2B1126, GOLDEN or RED HUBBARD, a week earlier than True Hubbard. 2B1127, TABLE QUEEN, a small fall and winter variety, 6 to 7 inches long, just the right size for baking; 2B1128, TRUE HUBBARD, the old stand-by for winter use. All varieties: Pkt., 8c; oz., 15c; ¼ lb., 45c; lb., \$1.50, postpaid.

Japanese Giant Radish

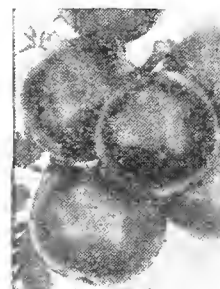


This is the great Sakurijima Radish from Japan. The largest radish grown, often attaining the enormous weight of 15 lbs., and sometimes 20 or 30 lbs. It is not only a curiosity but a radish of extraordinary quality. The flesh is solid, firm and brittle, and of most excellent flavor; can be eaten all summer long, and also be kept through the winter. Will thrive in any soil or climate.

2B1168. Pkt., 10c; 3 pkts., 25c, postpaid.



Hubbard Squash



John Baer

Tomato

2B1129, BEEFSTEAK, largest of all bright red tomatoes; 2B1130, BONNY BEST, a favorite early scarlet variety; 2B1131, CHALK'S EARLY JEWEL, large scarlet, second-early; 2B1132, DWARF STONE, the best of the dwarf growing sorts; 2B1133, EARLIANA, the most popular extra-early Tomato; 2B1134, GOLDEN QUEEN, the leading yellow Tomato; 2B1135, JOHN BAER, a popular early variety; 2B1136, JUNE PINK, the earliest pink variety; 2B1137, LIVINGSTON'S GLOBE, a popular main crop sort; 2B1138, MARGLOBE, a wonderful rust and wilt resistant variety; 2B1139, STONE, the old standard main-crop variety; 2B1140, SMALL FRUITED MIXTURE, all kinds of small preserving varieties, such as Red and Yellow, Cherry, Red and Yellow Plum, Red and Yellow Penr, etc. All varieties of Tomato seed: Pkt., 10c; oz., 45c; ¼ lb., \$1.40, postpaid.

Vine Peach

Ripe Fruit in 80 Days After Seed is Planted



This wonderful Vegetable Peach is the most beautiful of all vegetables. They resemble oranges in color, shape and size, and grow on vines like melons. They present a beautiful and tempting appearance when canned; make delicious preserves and sweet pickles; and are fine for pies. There is nothing like them. Extremely early, of the easiest culture and very prolific, covering the ground with golden fruit. They grow from the seed in 80 days. 2B1167. Pkt., 10c; 3 pkts., 25c.

Turnips

2B1141, AMBER GLOBE, the best yellow Turnip; 2B1142, EXTRA EARLY PURPLE TOP MILAN, the earliest Turnip grown; 2B1143, EARLY PURPLE TOP STRAP LEAF, the most popular early flat variety; 2B1144, PURPLE TOP WHITE GLOBE, the most popular white Turnip for fall and winter use; 2B1145, WHITE EGG, a quick growing variety. All varieties: Pkt., 8c; oz., 12c; ¼ lb., 25c; lb., 75c, postpaid.

Rutabagas

2B1146, IMPROVED PURPLE TOP YELLOW, the best yellow Rutabaga; 2B1147, SWEET RUSSIA, the best white variety. Either variety: Pkt., 8c; oz., 12c; ¼ lb., 25c; lb., 75c, postpaid.

Tobacco

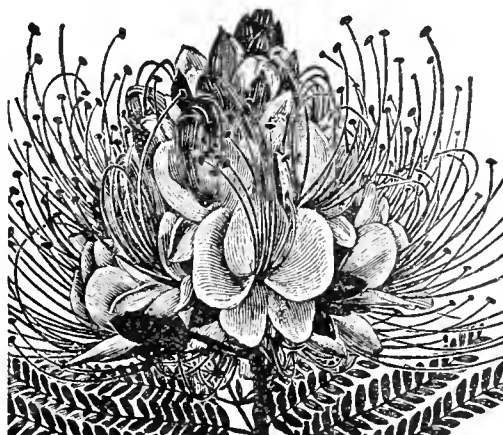
2B1148, CONNECTICUT SEED LEAF, the leading variety for the Northern States; 2B1149, FINE HAVANA, extra select large leaf and early. Either variety: Pkt., 10c; oz., 45c, postpaid.

Herbs

2B1150. They take up so little room, and as they are almost indispensable for savory cooking, a few should be planted in every garden. If they are to be used during the winter, the stalks should be cut on a dry day, when not quite in full bloom, and dried quickly in the shade. When dry they should be packed closely in air-tight boxes. Varieties marked with an asterisk (*) are perennial.

Anise; Basil; Borage; *Caraway; *Catnip; Coriander; Dill; *Fennel; *Horehound; *Hyssop; *Lavender; *Marjoram; *Rosemary; *Sage; Summer Savory; *Thyme; *Wormwood.

Your choice of these varieties at 10c per packet; 3 pkt., 25c; 7 pkts., 50c, postpaid.



Bird of Paradise

2B2060. (Poinciana Gilliesii). The color of the flower is a rich golden yellow. It measures 2¼ inches across, and is produced in very large trusses. The most beautiful part of the flower is the long incurved stamens and pistils which are spread out in fan-like form and are of bright crimson color. The foliage is also highly decorative. It should be grown as a house plant, except in the warmer parts of the South, where it is hardy. If the seeds are started early it will produce blooms in great profusion the first year. Pkt., 10c; 3 pkts., 25c, postpaid.

It Takes Quality Seed to Produce Quality Flowers



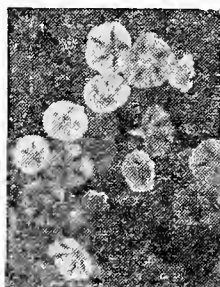
Verbena



Salvia



Cosmos



Morning Glory



Calliopsis



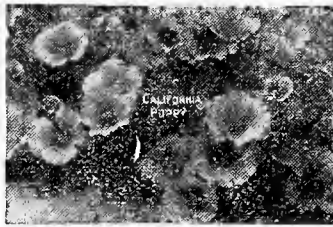
Nasturtium



Larkspur



Zinnias



California Poppy



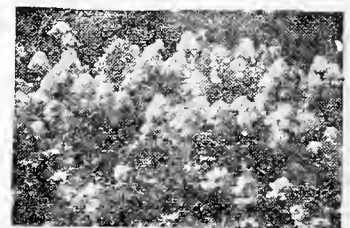
Sweet Peas



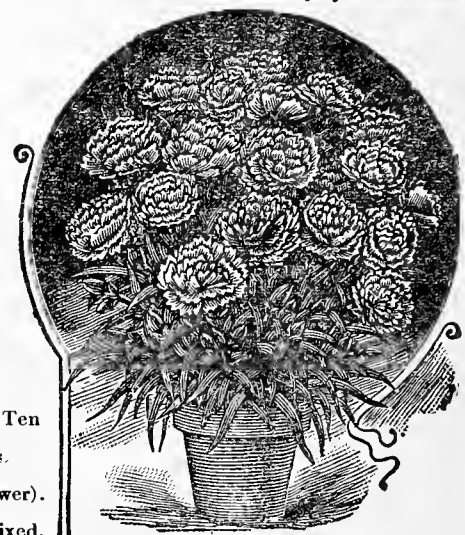
Cactus



Calla



Candytuft



Carnation

AJ FLOWER SEEDS

10c per packet; 6 pkts., 50c; 10 or more packets, 8c each. Make your selection from the following list of varieties:

- 2B2001. Ageratum.
- 2B2002. Alyssum, Sweet.
- 2B2003. Antirrhinum (Snapdragon), Giant-Flowered Mixed.
- 2B2004. Aster, Queen of the Market, mixed colors.
- 2B2005. Aster, Giant Chrysanthemum-Flowered Comet, mixed colors.
- 2B2006. Aquilegia (Columbine), Early Hybrids, mixed.
- 2B2007. Balloon Vine.
- 2B2008. Balsam (Lady Slipper), Choice Double.
- 2B2009. Cactus, 30 varieties in mixture.
- 2B2059. Calla, Aethiopica (White Calla).
- 2B2010. Campanula (Bellflower) Medium or Canterbury Bell, mixed colors.
- 2B2011. Calendula (Pot Marigold) finest mixed.
- 2B2012. Calliopsis, Tall Mixed.
- 2B2013. Cardinal Climber.
- 2B2014. Carnation, Margaret, mixed colors.
- 2B2015. Chinese Lantern Plant.
- 2B2016. Chinese Wool Flower.
- 2B2017. Coxcumb.
- 2B2018. Centaurea Imperialis (Giant Sweet Sultan), mixed colors.
- 2B2019. Corcopsis.
- 2B2020. Cosmos, Giant Summer Mixed.
- 2B2021. Candytuft, all colors mixed.
- 2B2022. Cypress Vine.
- 2B2023. Digitalis Gloxiniaeflora (Foxglove) mixed.
- 2B2024. Dianthus, Chinese Double Pinks.
- 2B2025. Eschscholtzia (California Poppy) all colors mixed.
- 2B2026. Four O'Clock (Marvel of Peru).
- 2B2027. Gaillardia (Blanket Flower), Annual.
- 2B2028. Gaillardia (Blanket Flower), Perennial.
- 2B2029. Geranium, mixture of colors (see ad on opposite page).
- 2B2030. Helichrysum (Straw Flower) all colors, mixed.
- 2B2031. Hollyhock, Double Mixed.
- 2B2032. Kochia (Burning Bush).
- 2B2033. Larkspur, Double Giant Hyacinth-Flowered.
- 2B2034. Lathyrus (Perennial Sweet Peas).
- 2B2035. Marigold, Double Dwarf French.
- 2B2036. Marigold, Giant African Double.
- 2B2037. Mignonette, Sweet.
- 2B2038. Nasturtium, Dwarf Mixed.
- 2B2039. Nasturtium, Tall Mixed.
- 2B2040. Morning Glory, Japanese Giants.
- 2B2041. Morning Glory, Superb Mixed.
- 2B2042. Moonflower, Sweet Scented Giant Flowered.
- 2B2043. Pansy, Choice Mixed.
- 2B2044. Petunia, Good Mixed.
- 2B2045. Phlox Drummondii (Annual Phlox) Large-Flowering Mixed.
- 2B2046. Portulaca, Giant Flowered Mixed.
- 2B2047. Poppy, Double Mixed.
- 2B2048. Poppy, Single Mixed.
- 2B2049. Poppy, Oriental Hybrids (Perennial).
- 2B2050. Ricinus (Castor Oil Bean), Giant Zanzibar.
- 2B2051. Salvia Splendens (Scarlet Sage).
- 2B2052. Shasta Daisy, King Edward.
- 2B2053. Stocks, Large Flowering Double Dwarf, Ten Weeks.
- 2B2054. Sweet Peas, selected mixture of Spencers.
- 2B2055. Sweet William, Perennial mixed.
- 2B2056. Tritoma (Red-Hot Poker or Flame Flower).
- 2B2057. Verbena, Mixed colors.
- 2B2058. Zinnia, Giant Dahlia-Flowered, finest mixed.

Everlastings

2B2070. To meet the growing demand for winter bouquets, we have prepared a special mixture of all the leading varieties of annual Everlastings, such as Acrolinum, Straw Flower Aster, Globe Amaranth, Helichrysum, Rhodanthe, Statice, Xeranthemum, etc. Liberal size mixed packet, 15c; 2 pkts., 25c.



Fairy or Baby Rose

Roses from Seed the First Year

2B2050. One of the most unique and novel pot flowers grown. The only genuine dwarf house Rose, blooming in four or five months after sowing the seed, giving about equal proportions of single, semi-double and double flowers, borne in clusters and contain all the tints and colors of cultivated Roses. Plants from seed sown in February in the house may be had in bloom in June, and should bloom continuously month after month. Pkt., 10c; 3 pkts., 25c.

Miscellaneous House and Garden Plants

Geraniums 18 for 10¢

This gorgeous collection can be grown in your own home. Unsurpassed as house plants or for bedding in the open ground. Beautiful and choice colors, as listed below:

Guaranteed to Grow
 Dazzling Scarlet, Flame Red, Vermilion Scarlet, Cerise, Orange Red, Salmon Pink, Bright Pink, Peach, Blushed, Blue, Variegated, Rose, Margined, White.

This grand seed collection is made up of a mixture, all in one package, and should produce 18 or more fine plants. Geraniums are easily grown from seed, start blooming in 90 days after seed is planted, and bloom profusely and continuously. This choice collection, 10c; 3 for 25c; 7 for 50c, postpaid.

Let me tell you about my "Buying Service for Farm Women."
 ALYS JOHNSTON CO., Dept. 10, POLO, ILL.



This Advertisement about geranium seed has made thousands of friends for me, in every state and many foreign countries. It has helped to establish Alys Johnston Co. as "Geranium Headquarters"! Here are pot grown plants of the finest sort for those who do not want to start from seed, or want named varieties.

Geraniums need plenty of heat and sunshine. Grow them in heavy soil, not too rich, and in medium-small pots. Cut back each Fall when transplanting. Water only when dry, and then give them a good soaking.

All prices on pages 35 to 39 are postpaid. If you order "with ball of earth" left on the roots shipments are Express Collect.

Geranium Plants—Double Flowering

2D7001. **Alphonse Ricard.** A strong grower. Flowers enormous size, of a brilliant shade of orange-red. 27c each; 3 for 78c; dozen \$2.70.

2D7002. **Anna Brown.** An exceptionally free bloomer. Flowers are an exquisite shade of cerise-pink. 29c each; 3 for 84c; dozen, \$2.90.

2D7003. **Beaute Poitevine.** Brilliant shade of apricot, shading to copper, with white eye. Immense trusses. 27c each; 3 for 78c; dozen, \$2.70.

2D7004. **Mme. Buchner.** Large flowers of purest white. Fine bedder and vigorous grower. 26c each; 3 for 75c; dozen, \$2.60.

2D7005. **Marquis De Castelaïne.** A giant among Geraniums. Deep rosy scarlet, shading to pure scarlet at edge of upper petals. 28c each; 3 for 81c; dozen, \$2.80.

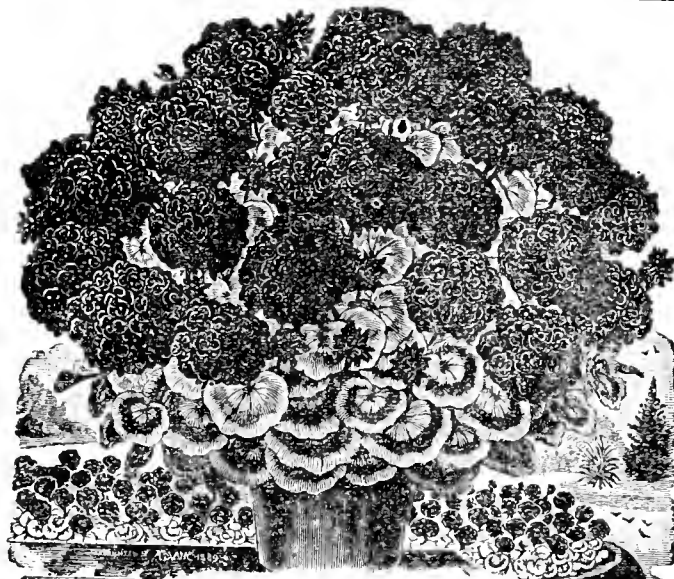
2D7006. **Miss Frances E. Willard.** Flowers delicate blush, shaded with pearl-pink. Strong stems. 26c each; 3 for 75c; dozen, \$2.60.

2D7007. **Mrs. Lawrence.** Flowers soft salmon-rose. All that could be desired in a Geranium. 29c each; 3 for 84c; dozen, \$2.90.

2D7008. **Red Barney.** The large compact trusses are a beautiful shade of bright red. Exceedingly popular. 27c each; 3 for 78c; dozen, \$2.70.

2D7009. **S. A. Nutt.** The gigantic crimson flower heads are finely formed, and produce a mass of color. 32c each; 3 for 92c; dozen, \$3.20.

2D7010. **Violet Beauty.** Flowers are a rich velvety-violet color, tinged red. An unusual variety. 30c each; 3 for 87c; dozen, \$3.00.



Alphonse Ricard Double Geranium

Ivy Leaved Geraniums

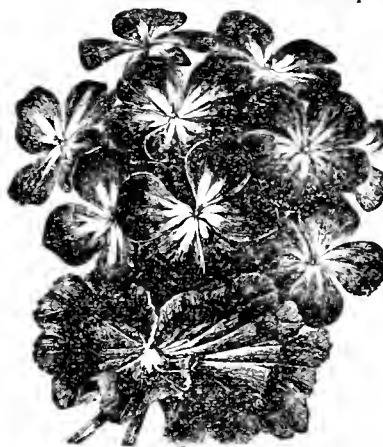
2D7035. **Rycroft's Surprise.** One of the best; clear rose-pink flowers. 28c each; 3 for 81c.

2D7036. **Caesar Franc.** Magnificent shade of rich crimson, shaded rose at base of petals. 30c each; 3 for 87c.

2D7037. **Alliance.** Exquisite shade of delicate lilac-white. Upper petals feather crimson. 27c each; 3 for 78c.



Sweet Scented Geranium—Cut Leaf Rose



Single Flowering Geranium—Tiffin

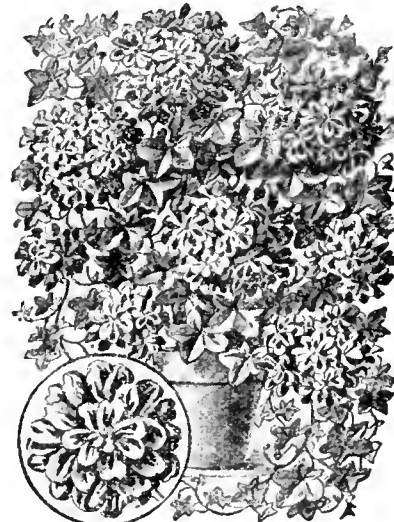
Single Flowering Geraniums

2D7021. **Granville.** Deep soft pink flowers. Magnificent bedding plant. 27c each; 3 for 78c; dozen, \$2.70.

2D7022. **Tiffin.** Flowers rich glowing scarlet, with crimson maroon shading. Free blooming. 32c each; 3 for 92c; dozen, \$3.20.

2D7023. **L'Aube.** Enormous snowy white flowers. Large round florets. 27c each; 3 for 78c; dozen, \$2.70.

2D7024. **Mrs. E. G. Hill.** A distinct and pleasing shade of beautiful salmon color. Has no equal. 27c each; 3 for 78c; dozen, \$2.70.



Ivy Geranium Alliance.

Sweet Scented Geraniums

2D7031. **Cut-leaf Rose.** The most attractive of the Sweet Scented Geraniums. Foliage is richly rose-scented. 30c each; 3 for 87c.

2D7032. **Lemon Scented.** A popular variety. Small leaves, strongly lemon scented. 27c each; 3 for 78c.

2D7033. **Dr. Livingston.** (Skeleton Leaf). Leaf is deeply cut or fern-like, very fragrant. Tiny cerise flowers. 29c each; 3 for 84c.

2D7034. **Oak Leaf.** Deep green, oak shaped leaves, strongly walnut scented. Distinctly different. 30c each; 3 for 87c.

Miscellaneous House and Garden Plants

We offer a variety of House, Garden and Greenhouse plants, that represent the most popular plants in this classification. Practically all are easy to grow, without special requirements as to soil or care, and will do well under ordinary treatment, although responding generously to increased care and cultivation.

All plants sent by mail or parcel post have soil removed from roots when packed. If you wish plants sent with soil or ball of earth left on roots, we can do so by shipping your order by Express Collect.

GIANT REX BEGONIA

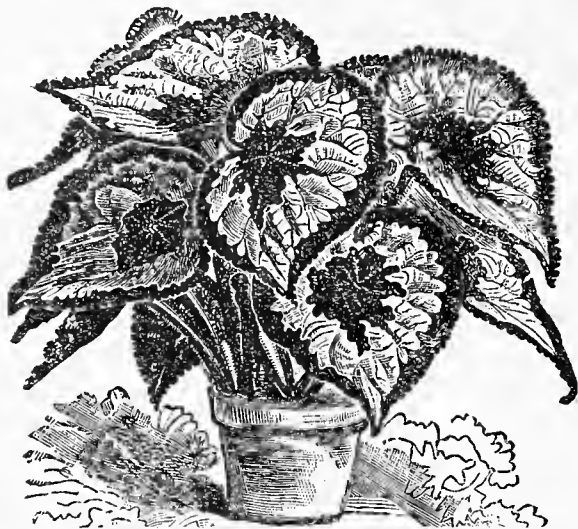
2D7101. No Begonia exceeds this variety in popularity. It produces elegant mammoth leaves of rich metallic luster, and colors blending from brightest green, glistening silver and orange to beautiful plum hues. One of the most attractive plants that can be grown. 42c each; 3 for \$1.21.

CHRISTMAS RED BEGONIA

2D7102. One of the most wonderful Begonias in the world. The foliage is a rich, glossy green, shaded deep bronze, while the flowers are an exquisite bright cherry, changing to coral-red. Its mass of color makes it an outstanding porch decoration. 26c each; 3 for 75c.



Christmas Red Begonia



Giant Leaved Rex Begonia

St. Bernard's Lily

2D7103. (Anthericum). Re-curved, gracefully foliaged. A handsome pot plant also useful for vases. Leaves are dark green, beautifully marked with broad stripes and bands of creamy white. Bears large spikes of white flowers. 34c each.

FLOWERING BEGONIAS

2D7115. Alba Picta. Elegant long pointed slender leaves thickly spotted with silver-white. 25c each; 3 for 72c.

2D7116. Alba Picta Rosea. Flowers bright rose. Long green leaves, spotted silver. Each 27c; 3 for 77c.

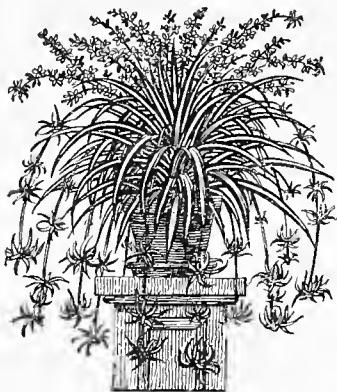
2D7117. Argentea. Guttata purple-bronze leaves, silvery markings. White flowers in bunches. 30c each; 3 for 87c.

2D7118. Chatelaine Supreme. Flowers rose color, shading darker. Ornamental foliage. 30c each; 3 for 87c.

2D7119. Coraline Lucerne. Immense clusters of bright coral-red flowers, changing delicate pink. 38c each; 3 for \$1.10.

Coleus Trailing Queen

2D7104. Excellent variety for hanging baskets, vases and plant boxes, etc., on account of its trailing habit. Center of leaves fiery crimson, surrounded with deep maroon; deeply serrated edges of bright olive-green. 22c each; 3 for 63c.



St. Bernard's Lily (Anthericum)

BEEFSTEAK BEGONIA



2D7105. (Feastii). Can be grown as easily as a Geranium. Its circular leaves of heavy texture, red beneath, above a glossy olive-green oil-like cast, make it an outstanding

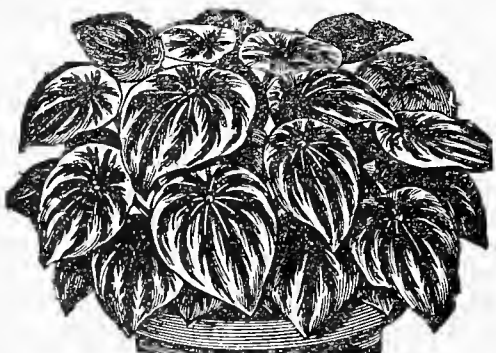
variety. Of spreading habit. Dainty flowers of an exquisite coral-red. Magnificent when in blossom, and at all times a pleasing plant for house or garden. 30c each. 3 for 87c.



Coleus Trailing Queen

Watermelon Begonia

2D7107. Leaves variegated white and green; thick and waxy-like frosted silver. Excellent for house, window or table. 28c each.



Watermelon Begonia

Boston Fern

2D7111. The most popular house plant grown. It is of easy culture and a very rapid grower, producing fronds of unusual length. Its unusual freedom of growth without special care has made it popular. Considered most valuable house plant to be had. 24c each; 3 for 69c.

Ostrich Plume Fern

2D7110. One of the few feathery foliage ferns which everyone can successfully grow. While fronds are heavy, plants have a graceful appearance. 32c each; 3 for 92c.

Maiden Hair Fern

2D7112. The fronds of this wonderful variety are developed at the ends into bunching tasseled heads, and are much used in cut-flower work. 25c each. 3 for 72c.

All Prices Postpaid except when ordered "with Ball of Earth" shipment must go Express Collect.

Gold Medal or Whitmannii Fern

2D7113. The luxurious, rich green foliage of this rather dense growing plant is more open and the leaf segments smaller and less elongated than the Verona Fern. A splendid variety. 38c each; 3 for \$1.10.

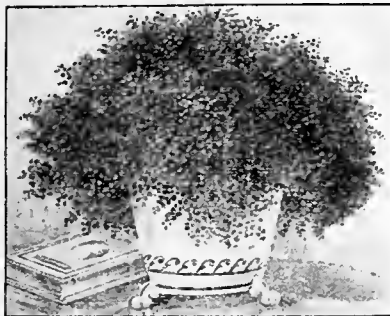


Ostrich Plume Fern

Hardy Begonia

2D7106. (Evansiana). An exceptionally valuable Begonia of rapid, healthy growth. It re-establishes itself in spring from root tubers. Produces clusters of flowers and buds of a beautiful pink color, in greatest abundance. Foliage very beautiful. Queen of all Begonias. 36c each.

Miscellaneous House and Garden Plants



Baby Tears



Bedding Coleus



Heliotrope Royal Fragrance



Single Petunias

Bedding Lantanas

Very desirable for bedding or baskets. Verbena-like heads of orange, white, rose, and other colored flowers. Blooms until frost.

2D7121. *Alba Perfecta*. Pure white, compact habit. Each, 24c; 3 for 64c; 12 for \$2.30.

2D7122. *Michael Schmidt*. Brilliant yellow passing to pure vermillion. 25c each; 3 for 72c; 12 for \$2.40.

2D7123. *Radiation*. Crimson changing to yellow at center. Each 25c; 3 for 72c; 12 for \$2.40.

2D7124. *Tethys*. New beautiful lemon yellow. Each, 30c; 3 for 85c; 12 for \$3.00.

Baby Tears

2D7125. A compact, dense growing plant with miniature leaves. Of neat habit and while forming a rounded mass of moss-like foliage, is of partially creeping or drooping tendency, which adds much to its attractiveness. Fine for shaded window boxes. Grows easily under living room conditions. 32c each.

Coleus

Plants are broad-leaved, with bushy foliage which is unequalled by any other plant for brilliancy of color. One of the finest bedding and border plants grown. Grows almost anywhere.

2D7130. *Nero*. Darkest Coleus, nearly black.

2D7131. *Queen of the West*. Green streaked with maroon.

2D7132. *Retta Kirkpatrick*. Green with white center.

2D7133. *Sensation*. Crimson-maroon center red.

2D7134. *Setting Sun*. Crimson, with brightest golden edge.

2D7135. *Sunrise*. Light vermillion edged green and yellow.

2D7136. *Verschaffeltii*. Maroon center, spotted yellow.

2D7137. *Yellow Bird*. Color golden-yellow.

Any of the above varieties, 14c each; 3 for 40c; 12 for \$1.40.

Weeping Lantana

2D7140. A very striking plant of trailing habit. Grows very rapidly and blooms continually, producing clusters of rosy-pink flowers. Foliage a beautiful dark green. 24c each.

Strawberry Geranium

2D7141. (*Saxifraga Sarmentosa*). Exceedingly rare and beautiful. Leaves striped freely with silver bands; blooms white and of great beauty. Adapted for hanging baskets, vases, etc. 26c each.

Heliotrope

2D7142. (*Royal Fragrance*). A new and wonderfully fragrant Giant Flowered Heliotrope. The color is of darkest lavender. Strong and vigorous grower and a fine house plant. 27c each; 3 for 78c.

Single Petunias

2D7143. Unsurpassed for massing in beds and border plantings. Also fine for basket, vase and window boxes. Blooms early and continues until frost. Very popular on account of their richness of color, duration of bloom and ease of culture. 16c each; 3 for 46c; 12 for \$1.60.

Asparagus Sprengerii

2D7144. A valuable house plant, being one of easy culture, the sprays growing four to five feet long, and when the foliage is used for cut-flower it retains its freshness for an unusual length of time. 27c each; 3 for 78c.

Constant Blooming Fuchsias

2D7151. *Speciosa*. An aristocrat. Deep scarlet, single flowers, borne at end of long, waxy, white tubes flushed salmon; reflexed petals salmon pink, tipped green. 26c each; 3 for 75c.

2D7152. *Gloire Des Marches*. Very double pure white flowers of large size, blooming profusely. The reflexed petals are bright crimson. 27c each. 3 for 78c.

2D7153. *Black Prince*. Single, blue changing carmine-lake as they unfold. 28c each. 3 for 81c.

2D7154. *Trailing Queen*. Single wine colored. A splendid vine of trailing habit. 34c each; 3 for 98c.



Asparagus Sprengerii



Bedding Lantanas



Weeping Lantana

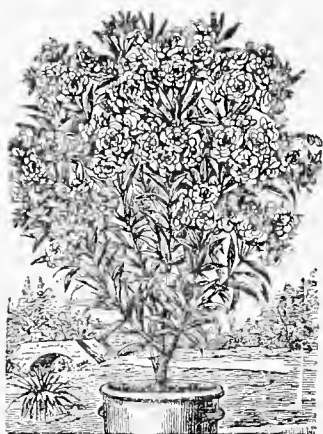


Strawberry Geranium

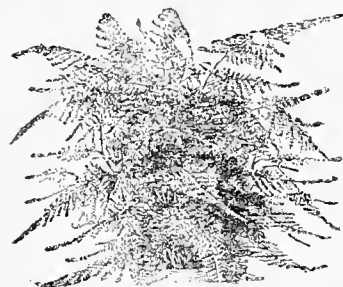


Constant Blooming Fuchsias

Miscellaneous House and Garden Plants



Fragrant Oleander



Asparagus Plumosus



Snake Plant (Sansevieria)



Wandering Jew

Fragrant Oleanders

No plant makes more handsome specimens for tub, pot or box culture. Can be wintered in the cellar. Grows from six to fifteen feet high.

2D7201. Rosea-Pink. An old favorite; flowers pink, double and sweet. 30c; 3 for 87c.

2D7202. Lilian Henderson. Double white flowers; fragrant like the old favorite Rosea. 28c; 3 for 81c.

2D7203. Rubra-Red. Semi-double flowers; watermelon-red, very attractive. 30c; 3 for 87c.

Christmas Cactus

2D7211. An early flowering crimson scarlet variety. Produces long drooping flowers in great profusion. Stems branching and hanging in bunches. Grows and blooms with greatest ease. Requires absolutely no care, living for months without water. 49c each.

Asparagus Plumosus

2D7212. A tall, climbing, decorative plant of rare and delicate beauty. Its fine and plume-like foliage is a beautiful bright green. Fronds grow from six to eight inches in width and retain their color and shape for weeks when cut. 29c each; 3 for 84c.

Pink Flowering Wax Plant

2D7210. (Desert Plant). Produces beautiful pink flowers at all times. Of frosted wax-like appearance. Suitable for rock work, hanging baskets; also for a pot plant. Is of bushy growth and free flowering. Excellent. 28c each.

Snake Plant

2D7213. (Sansevieria Zeylanica). Decorative plant, handsome foliage with green variegations. No other plant stands as much downright neglect and hardship. Nothing but frost or continued drenching with water has terrors for it. 33c each.

Masterpiece Pansies

2D7214. There is no flower more admired than the Pansy. The combination of colors embraces striped, spotted, bordered and fringed in rainbow colors, with rich, velvety textures. Fine for borders. 6 for 30c; 12 for 50c.

Wandering Jew

2D7215. Very showy and effective. A most popular window garden, hanging basket and porch box plant. Foliage most beautifully variegated. Should have plenty of water. Of easy culture. 18c each; 3 for 52c.

Brazilian Plume Plant

2D7216. A native of Brazil. Is of very easy culture and does equally well in all kinds of soil, in any situation and requires little attention. A strong rapid grower throwing out long shoots, each of which is tipped with beautiful pink, plume-like flowers, the ends of each petal drooping in a most charming manner. 30c each.

Double Flowering Violets

2D7221. Lady Campbell. Similar to the Marie Louise in growth and shape of flower. Color exquisite purple. Good for cut-flower planting. 30c each. 3 for 87c.

2D7222. Swanley White. A sport of Marie Louise. Same growth, same freedom of flowering, same perfume, etc. The individual flower equally as large, of the purest white. 30c each; 3 for 87c.

Fountain of Gold

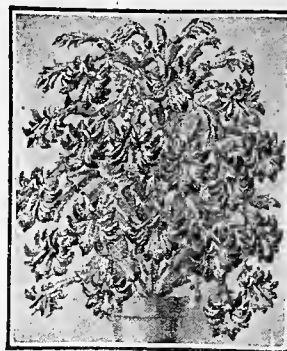
2D7223. The drooping branches are covered with delicate sage-green foliage, and every twig tipped with a long raceme of exquisite pea-shaped blossoms of pure, canary color, almost hiding the foliage. It well deserves the popularity it has gained. 33c each.

Crotons

2D7224. Highly colored, fancy-leaved. An ideal plant for house or porch decoration. Easily cared for. The multi-colored foliage, spotted, splashed and blotched shades of yellow, orange and crimson, is unusually attractive. 45c each.

Crown of Thorns

2D7225. (Euphorbia Splendens). A curious plant with thick twining stems which are covered with sharp stout spines nearly an inch long. The foliage is bright green and the bloom a beautiful coral-pink. 29c each.



Christmas Cactus



Pink Wax Plant



Mammoth Pansies

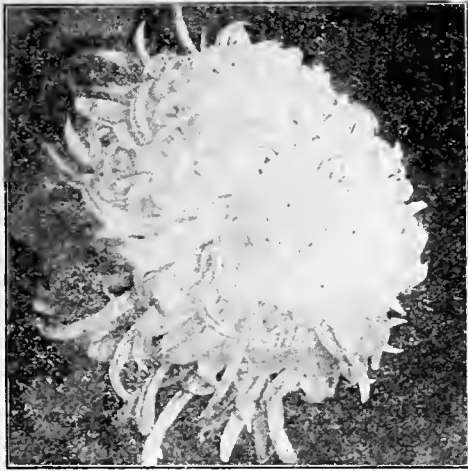


Double Violets



Brazilian Plume Plant

Miscellaneous House and Garden Plants



Giant Flowering Chrysanthemum

Giant Flowering Chrysanthemums

2D7301. Yellow Mistletoe. Broad incurved petals form a ball type flower. A beautiful late, light yellow variety. 27c each; 3 for 78c; dozen, \$2.70.

2D7302. Cullingfordii. One of the finest of late crimsons. Flowers medium size. 25c each; 3 for 72c; dozen, \$2.50.

2D7303. Oconto. (Early). Immense Japanese incurved variety. Exquisite pure white flowers. 22c each; 3 for 63c; dozen, \$2.20.

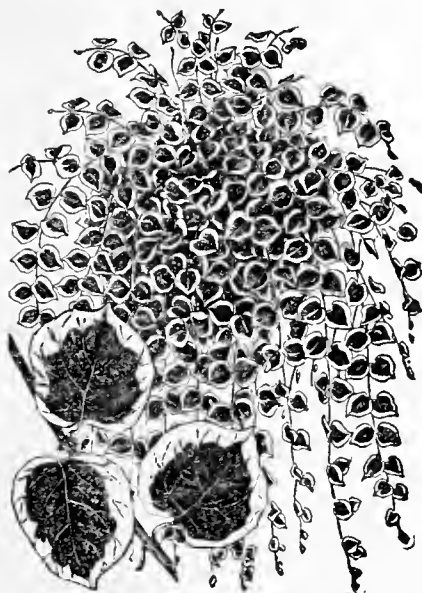
2D7304. Dr. Enguehard. (Late). Magnificent bright rose-pink. Large double flowers, well formed. 25c each; 3 for 72c; dozen, \$2.50.

2D7305. Golden Sun. (Mid-Season). This large golden yellow, reflexed variety, is extensively used for cut flower work. 27c; 3 for 78c; dozen, \$2.70.

2D7306. Mrs. Waits. (Early). Deep bronze flowers, almost scarlet. A well formed incurved sort is always in demand. 25c each; 3 for 72c; dozen, \$2.50.

2D7307. Pink Mistletoe. (Late). Flowers are a lovely light pink. Ball type incurved flower heads. 29c each; 3 for 84c; dozen, \$2.90.

2D7308. Harvard. (Late) Very double reflexed variety. Flowers very dark scarlet crimson. A good cut flower variety, coming into bloom the last of November. 30c each; 3 for 87c; dozen, \$3.00.



Variegated Trailing Vinca

All Prices on Pages 35 to 39 are post-paid. If you order with "Ball of Earth" left on roots, shipments are by Express Collect.

Wonderful Service

The plants arrived and are all doing fine. I expect to have a beautiful garden next year—have been gardening for two years. Thanking you for your wonderful service.

Very truly yours,
Mrs. J. L. LANG,
Mont.

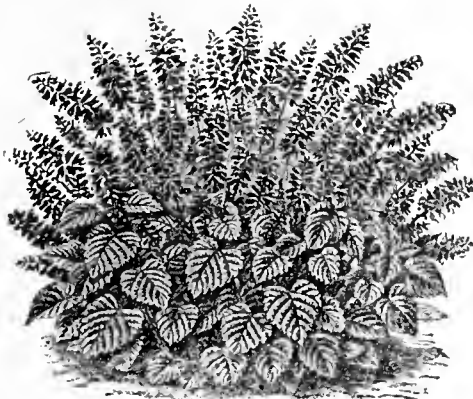
Admired By All

I have 27 beautiful geraniums in blossom from seed purchased from you in January last. Everyone admires them but I cannot seem to find your ad in any of the magazines which I take.

ANNA M. SAWYER,
Maine



Blue Ageratum



Scarlet Flowering Salvia

Weeping Firecracker Plant

2D7316. A very striking semi-trailing plant, especially adapted for hanging baskets, vases or window boxes, where a delicate, graceful effect is sought. The plant is skeleton-like in growth, throwing long spikes of rush-like branching foliage, two to three feet long, which are literally covered with brilliant coral-red florets. 29c each.

Parlor Ivy

2D7317. The foliage of this charming novelty is bright green marked with pure white and is used for the same purpose as the Ivy Geranium. It has a refreshing fragrance similar to mint. 16c each, 3 for 46c.

Trailing Vinca

2D7314. The leaves of this beautiful plant are a glossy green, broadly margined, a creamy white; flowers, blue. This beautiful variegated trailing vine is admirably adapted for hanging baskets, and vases. Most popular vase plant grown. 19c each; 3 for 55c.

Royal Purple Plant

2D7315. (Strobilanthes Dyeranus). Of brilliant and exquisite coloring. An attractive pot plant grown for its beautiful glistening, reddish-purple iridescent leaves. 35c each.



Hibiscus Peachblow

Hibiscus Peachblow

2D7311. One of the finest plant novelties. The flowers are double, charming rich, clear, pink, with a small, deep crimson center. It is an entirely new and most beautiful shade. An exceptionally fine house plant. 29c each; 3 for 84c.

Ageratum

2D7312. Plants suitable for bedding, edging, or as pot plants for summer and winter. Beautiful blue flowers in greatest profusion. 18c each; 3 for 52c; dozen, \$1.80.

Salvia

2D7313. Of all red-flowering bedding plants, the Salvia is the most brilliant and showy; a mass of this popular annual when in full bloom is hard to describe. They grow in bush form, 2 to 2½ feet high; the foliage is dense, forming a mound of vivid green, surmounted by spikes of blazing red flowers. 22c each; 3 for 63c; dozen, \$2.20.

Flowering Oxalis

2D7318. This is an exceptionally fine border plant, being one of the most showy obtainable. The foliage is luxurious and elegant flowers are produced quickly after planting. Colors, pure white, and rosy pink. 25c per dozen.

Lemon Verbena

2D7319. The most delightfully fragrant foliage of any plant grown. One plant will scent an entire room with its wonderful lemon odor. 28c each.



Royal Purple Plant

A J Hardy Perennial Flowering Plants



Campanula (Canterbury Bells)

Delphinium (Perennial Larkspur)

Hardy Perennial and Rock Garden Plants at Special Bargain Prices of 5, 10 and 15 Cents Each

Here is your opportunity to get a choice lot of Hardy Perennial Flowering Plants for a very small outlay. The plants are strong one year old, stocky and well rooted, outdoor grown and full of health and growing vigor. Practically all of the varieties will blossom this summer and fall, and continue to do so for many years thereafter.

NOTE—Varieties with x preceding names are especially adapted for planting in Rock Gardens. Add 10 cents for postage and packing on orders under one dollar. Orders from above list amounting to one dollar or more Postpaid.

Your choice of the ten varieties listed below at 5 cents each

- 2C6001. Chinese Lantern. Red fruits.
- 2C6002. xColumbine, mixed colors.
- 2C6003. Hollyhocks, single mixed colors.
- 2C6004. Hollyhocks, single and double mixed.
- 2C6005. xGerman Iris, assorted colors.
- 2C6006. xDwarf Dianthus Barbatus.
- 2C6007. Sweet William, solid rose color.
- 2C6008. Sweet William, all colors mixed single.
- 2C6009. Sweet William, all colors, single and double.
- 2C6010. xAnthemis, white and yellow hardy Marguerite.

Your choice of the following eight varieties at 10 cents each

- 2C6021. Canterbury Bell, white and blue.
- 2C6022. xSweet William, double Chinese everblooming.
- 2C6023. xAlyssum. Gold Dust. Yellow flowers.
- 2C6024. xAster, hardy perennial, mixed colors.
- 2C6025. xGaillardia, Indian Blanket Flowers.
- 2C6026. xPyrethrum, painted daisy, mixed colors.
- 2C6027. xShasta Daisy, large white flowers.
- 2C6028. xCoryopsis. yellow daisy shaped flowers.

The six varieties below are 15 cents each

- 2C6031. xDicentra Eximia, everblooming bleeding heart.
- 2C6032. xVariegated Sedum Spectabile, leaves striped white.
- 2C6033. xSweet Violet, hardy everblooming, purple.
- 2C6034. xLinum, sometimes called Flowering Evergreen.
- 2C6035. xPhlox Subulata, hardy Dwarf Creeping Phlox, pink.
- 2C6036. xCerastium. Snow in Summer. Silver leaves.

Some Facts About Perennials

Perennial plants have different habits of growth. Some of them, like ORIENTAL POPPIES, the tops die back to the ground during the summer and the plants start a new growth in fall that lives over winter. Set at this time of the year, Oriental Poppies are very easy to make grow. Even a small piece of root 1 to 2 inches long, without any top, if set upright in ground and covered to depth of two inches, will make a large plant for next year. So if you have ORIENTAL POPPIES in your order, do not be alarmed if the tops go to pieces, for every root will grow as surely as a good kernel of corn. Other varieties of Perennials like Delphiniums, Platycodons, Bleeding Hearts, etc., the tops die to ground in late summer or early fall and come up again in the spring. Other varieties like Dwarf Phlox SUBULATA, CERASTIUM, SWEET WILLIAMS, DIANTHUS, SEDUMS, etc., are evergreen in habit and if lightly protected the tops stay green all winter.

The roots of your plants are packed in PEAT HUMUS, which holds the moisture better than other packing materials and does not heat. Save every bit of it and use in holes around the roots when setting plants as suggested above. Its use greatly increases root and top growth.

See What Your Dollar Buys

AJ Special Dollar Collection of 26 Hardy Perennials and Rock Garden plants with Special Reward of 225 Seeds of Regal Lily, Dahlia, Everblooming Hollyhocks and Fancy Evergreens.

2C6100. I will send to you at proper planting time:

- 1 plant of Gaillardia, the beautiful Indian Blanket Flower.
- 1 plant of Pyrethrum, commonly called the Painted Daisy.
- 2 plants Canterbury Bell, growing large bell-shaped flowers.
- 2 plants Shasta Daisy, made famous by Luther Burbank.
- 2 plants Chinese Lantern, grows the big red lanterns.
- 4 plants Dianthus Barbatus Rosea, beautiful solid pink.
- 4 plants Giant Sweet William of an improved strain.
- 4 plants Dwarf Sweet William, for Rock Garden or Borders.
- 2 plants Hollyhocks of a fine imported strain.
- 2 plants Rock Garden Iris, but good to set anywhere.
- 1 tree Mountain Ash, 1 year. Bears fragrant white flowers, followed with bunches of bright red berries.
- 1 bush Memorial Rose, 1 year. A hardy white rose from Korea.

These 26 plants will make a blaze of color in your garden and supply you with finest of cut flowers for many years. They are strong, vigorous, one year old plants, Hardy and well rooted, having been grown in open field and Think of It, you can have the entire 26 plants, delivered to you, Postpaid, at planting time this spring, if you will send your order at once, accompanied with one dollar (\$1.00), which amount covers the entire cost to you.

SPECIAL REWARD FOR PROMPTNESS. Send me your order for this 26-Plant Offer as soon as possible and I will send you a Gift Package containing:

- 25 Seeds of Regal Lily, will grow bulbs this year for flowering following year.
- 25 Dahlia Seed, from which plants will blossom this summer.
- 25 Everblooming Hollyhock Seed, to grow plants for blossoming this summer.
- 150 Evergreen Seed, in assorted varieties, including Colorado Blue Spruce and Rocky Mountain Silver Fir.

A new method culture will be sent explaining how to grow strong bulbs and evergreens from the 225 Seeds, which will be mailed to you on arrival of your order, so that you can start some of the seed in-doors if you wish. The 26 Plants will follow at planting time. Postpaid and safe arrival guaranteed.

Preparation of Ground

Prepare your ground as if you were going to plant it to fancy vegetables. If it is in sod it must be thoroughly pulverized. If you are to plant on fall plowed land, simply harrow and do not plow again. If spring plowed, harrow it thoroughly. If in garden, work it up in good shape, rake or hoe. Much of your success will depend on the way the ground is prepared. The better shape you have it the better your success.

WILL MAKE A FINE SHOWING

I want to tell you how pleased I was with the order I received from you last week. The plants reached me in good condition and to all appearances they will make a fine showing next year.

Accept my thanks for the dianthus you sent with compliments.

MRS. O. CLEMENTSON,
Wisconsin

A J Quality Insures a Beautiful Garden

Seeds of Rare Flowers and Lilies

2C6201. **Regal Lily.** Hardy large white Lily that will grow under almost any conditions. 100 seeds for 25c. Will grow bulbs this summer for flowering in following years.

2C6202. **Dahlias.** Choice assortment of single and double varieties. Plants will flower this summer and fall. 100 seeds for 25c.

2C6203. **Everblooming Hollyhock.** Large flowering varieties in mixed colors. Will flower this fall. 100 seeds for 25c.

2C6204. **Plume Poppy.** From China. Creamy white plumes of flowers on plants 6 to 8 feet tall. 200 seeds for 25c.

2C6205. **Chinese Balloon Flower.** Very easily grown from seed. Flowers resemble the large flowering Clematis in shape and color. 200 seeds for 25c.

2C6206. **Peony.** Choice selection from double flowers. 25 seeds for 25c.

2C6207. **Delphinium.** Grown from an English strain which originally cost \$5.00 for 25 seed. 100 seeds for 25c.

2C6208. **Digitalis, Shirley Hybrids.** Grows long flower stems, colors white to deepest rose. 250 seeds for 25c.

AJ Special Offer 2C6200

The entire collection as described above with total of 1075 seeds, Postpaid, \$1.00.

The Shipping Seasons

The spring shipping season extends from March 1 to June 1; the summer season, from July 20 to September 15, and the fall season from September 15 to November 15.



*Note my
SPECIAL
Offers on
This Page*

Colorado Blue Spruce and Other Fancy Evergreens for Less than One Cent Each

Follow the AJ plan and you can grow Evergreens for your lawn, foundation, rock garden, porch boxes, Christmas trees, etc., at a cost of less than one cent each.

A new method of growing Evergreens from seed has recently been developed, which makes it as easy to grow these beautiful trees as it is to grow any ordinary plants. Think of the thrill of watching the seeds germinate and the little trees develop, and of getting personally acquainted with the different varieties. The directions for this new method of growing Evergreens from seed is only supplied to those ordering from list below and is alone worth more than my price for the Seeds.

All of the following varieties are Hardy and will succeed in practically all parts of the United States.

2C6251. **Colorado Blue Spruce.** The Silver King of the Rockies. 200 Seeds for 50c.

2C6252. **Rocky Mountain Silver Fir.** Same silver color but with Fir needles and habit of growth. 200 Seeds for 25c.

2C6253. **Mugho Dwarf Pine.** This is the Dwarf Pine so much used in Rock Garden and for Foundation Planting. 200 Seeds for 25c.

2C6254. **Arbor Vitae.** Very fine Ornamental Evergreen used for hedges or specimen planting. 200 Seeds for 25c.

2C6255. **Norway Spruce.** A very popular Evergreen with dark green leaves. 200 Seeds for 25c.



AJ Special Offer 2C6250

1000 Seeds. 200 each of the above 5 varieties, with directions for the new method of growing. Postpaid for \$1.00.

Oriental Poppies

The best time to set plants of Oriental Poppies is during their dormant season in July or August.

The Oriental Poppies are, by right of sheer merit, one of the most popular of all of the Hardy Perennials. The big flaming flowers, measuring up to nine inches across, with their purple-black throats, fit in and add much life and color to any landscape. The plants are very hardy, and when once established they will bear great loads of flowers for many years. Along with the regular Flaming Red variety, I can supply the new named Oriental Poppies with Pink and Blood Red Flowers and the very popular Double Flowering Olympia, as follows:

2C6301. **Oriental Poppy,** the regular Flaming Red variety. Each 15c; 6 for 75c.

2C6302. **Oriental Poppy,** new Light Pink flowers. Each 40c; 6 for \$2.00.

2C6304. **Oriental Poppy,** large Blood Red flowers. Each 40c; 6 for \$2.00.

2C6305. **Oriental Poppy,** Olympia, the new double flowering variety. Each 50c.

Perennial Transplanting Directions

As soon as possible set the plants in permanent places. Dig holes deep enough so that the roots will go straight down into the ground to their full length. Scatter a little of the PEAT HUMUS, the black material in which roots of plants were packed, in bottom of hole with roots. Fill partly full of earth, pour in water and let it soak away and then fill up with earth to ground level, so that plants will be in the ground to the same depth or a trifle deeper than they stood in nurseries. For ordinary plantings in hedge row, bed or border, set the plants 12 to 18 inches apart, or if you are crowded for ground space you can set as close as 8 to 12 inches apart. Plan to set the larger growing varieties in background and the smaller growing sorts in front. The best way to get a quick single clump effect, is to set from 3 to 5 plants about 4 to 6 inches apart and let them grow together as one plant.

AJ Special Offer 2C6310

Made up of

24 Oriental Poppies. Flaming Red.

1 Olympia, double flowering.

The entire 25 strong one year old roots sent, Postpaid, at proper planting time in July or August, for only \$1.00 if ordered now.

AJ Hardy Roses Are a Constant Delight

Hardy Everblooming Roses

- 2B4002. **Columbia.** Deep peach pink, deepening into a glowing pink. Magnificent blossoms, often measuring six inches across; fragrance beyond description; almost thornless.
- 2B4003. **Duchess of Wellington.** Soft golden yellow, suffused copper and red.
- 2B4015. **E. G. Hill.** Dazzling crimson; the largest red Hybrid Tea Rose.
- 2B4004. **Francis Scott Key.** Rich glowing scarlet with darker shadings; nothing finer.
- 2B4005. **Gruss an Teplitz.** This is one of the most useful of all roses for the lawn, succeeding under the most ordinary conditions. Grows freely to a height of 4 or 5 feet; hardy everywhere; vivid, dazzling, fiery crimson; sweetly fragrant; in bloom all the time.
- 2B4006. **Los Angeles.** Bright pink, tinged red and shading to rich yellow at base.
- 2B4007. **Madame Butterfly.** Bright pink suffused with apricot and gold.
- 2B4008. **Madame Edouard Herriot.** Buds vivid orange-scarlet, opening to large flowers of light copper-red, paling to strawberry-pink with age.
- 2B4016. **Mme. Jules Bouche.** Large fragrant white flowers shading light blush at center.
- 2B4009. **Mrs. Aaron Ward.** Coppery orange in the bud, developing to golden-orange in the open flower.
- 2B4010. **Ophelia.** Brilliant salmon-flesh shaded rose, and of glowing peach-pink.
- 2B4011. **Radianee.** Carmine-rose with opal and coppery reflections.
- 2B4012. **Red Radianee.** A magnificent shade of cerise-red; does not fade.
- 2B4017. **Souvenir De Claudius Pernet.** A true everblooming pure yellow rose.
- 2B4018. **Rev. F. Page Roberts.** Coppery red and golden yellow.
- 2B4013. **Sunburst.** Orange-copper and golden yellow; extremely brilliant.
- 2B4014. **White American Beauty (Frau Karl Drusehki).** The best white rose ever produced; blooms continuously.

2 YEAR-OLD Field Grown ROSES

Take your choice of the varieties listed on this page, at

75c EACH

3 FOR \$2.00

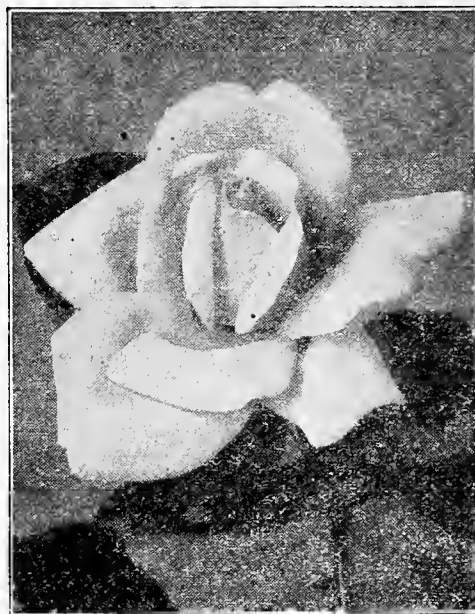
5 FOR \$3.00

Delivered postpaid to any part of the United States

On orders received late in the season, after it is too late to plant dormant field-grown stock, or after our stock of field-grown plants is exhausted, we fill orders with 2-year-old pot-grown plants, or we can furnish pot-grown plants at any time if you prefer them.



Gruss an Teplitz



Ophelia

Eskimo Beauties Hardest of All Roses

These Roses grow where no others will. They were produced by crossing the hardy Rugosa Rose with the best of the double, everblooming varieties. Eskimo Beauties grow, thrive and bloom anywhere. They are ideal cold climate roses. They will grow in the South and in the Middle West; they will stand the winters of Minnesota, Wisconsin and the Dakotas without protection. In hardiness and vigor they are kindred to the Fir and Spruce. They make dense, sturdy, compact bushes, 4 to 6 feet high, and of about the same breadth, and are very ornamental. Once planted, they are permanent, no pruning or spraying; do well in the most trying places—seashore, mountains or anywhere. On account of the shapeliness of their growth and freedom from insects and disease, these roses are especially valuable for use as lawn specimens, and will last for years and yield an abundance of large double, fragrant, colorful blooms. Most dependable roses for very cold climates. That is why they are called Eskimo Beauties.

2B4021. **Conrad F. Meyer.** Splendid, large, elegantly formed buds and flowers, 3½ to 4 inches across, perfectly double. Color clear silvery-rose; intensely fragrant.

2B4022. **F. J. Grootendorst.** A cross between Rugosa and Baby Rambler. Bright crimson flowers in clusters, resembling bouquets of red carnations. Blooms profusely from early summer until late fall. The finest of all roses for hedges.

2B4023. **Sir Thomas Lipton.** The best double white rose in its class; beautiful and constant in bloom.

Hardy Climbing Roses

2B4031. **Blue Rambler.** Flowers rosy-lilac when opening, and changing to a metallic blue. One of the most rampant growers, covering a large porch in a single season; very showy.

2B4032. **Climbing American Beauty.** A sturdy, vigorous grower, absolutely hardy, throwing strong flowering canes in one season which are covered with dark, glossy foliage that is immune to disease and insects. The roses are 3 to 4 inches in diameter, are produced on individual stems, vivid rosy-crimson in color, and with the same delicious fragrance as the old American Beauty.

2B4034. **Dorothy Perkins.** Flowers in large clusters; very double, with prettily crinkled petals; remarkably pretty pointed buds; beautiful clear shell pink in color, lasting a long time without fading.

2B4040. **Mary Lovett.** The finest hardy white climbing rose. Sweet scented; double; 4 inches in diameter; long stems.

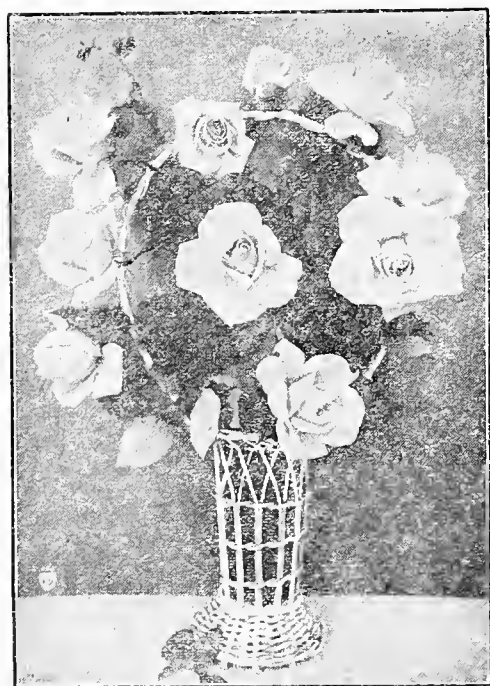
2B4041. **Mary Wallace.** Large, clear, bright pink flowers, flushed salmon at the base. A vigorous grower.

2B4036. **Red Dorothy Perkins (Excelsa).** The most popular red rambler; large clusters of rich scarlet.

2B4037. **White Dorothy.** A pure white sport of the well known Dorothy Perkins.

2B4038. **Yellow Rambler.** A grand variety, quite similar to the old Crimson Rambler, with the exception of color. Rich yellow flowers, borne in large clusters; blooms profusely, and is as hardy as an oak.

2B4039. **Tausendschoen (Thousand Beauties).** A climbing rose which produces on the same plant so many different colored flowers that it is impossible to describe the variations, hence the fitting name, "Thousand Beauties." Blooms profusely during June and July; double flowers in large clusters. The colors run from tender rose through the intermediate shades of bright rose and carmine, with white and yellow tints showing.



Climbing American Beauty

Turn Unsightly Spots Into Bowers of Beauty

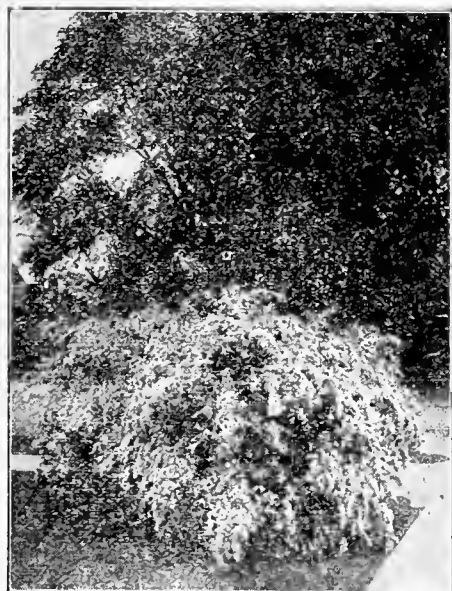
AJ Ornamental and Flowering Shrubs

The following shrubs are fine, thrifty, two and three year old field grown plants, and are sent by parcel post, postpaid at the prices given. *Figures following specific names indicate approximately the height of the plant when approaching maturity.*

- 2B4601. **ALTHEA** (Rose of Sharon). 8 feet. Bloom profusely in late summer and early fall. Fine double flowered varieties in the following colors: Blue, Pink, Red or White. 40c.
 2B4602. **BARBERRY**, Japanese. 4 feet. A neat shrub or hedge plant with drooping branches and pretty scarlet berries; needs no trimming. 25c.
 2B4603. **BARBERRY**, Japanese Red-Leaved. 4 feet. Like the above except foliage, which is rich, lustrous, bronzy red. 75c.
 2B4604. **BEAUTY BUSH**. 8 feet. Flowers of delicate pink, in great profusion; one of the finest of the new shrubs. \$1.00.
 2B4605. **BUTTERFLY BUSH**. 5 feet. Beautiful lilac-colored flowers borne all summer on flower heads often measuring 10 inches in length. 50c.
 2B4606. **CALYCANTHUS** (Sweet Scented Shrub). 6 feet. Spicy, fragrant flowers of chocolate-red in June. 65c.
 2B4607. **CORAL BERRY**. 4 feet. Pink flowers followed by clusters of bright red berries. 40c.
 2B4608. **CORNUS** (Dog Wood), Golden-Branches. 6 feet. Small white flowers; white berries; conspicuous yellow bark. 40c.
 2B4609. **CORNUS** (Dog Wood), Red-Branches. 8 feet. Yellowish white flowers; bluish white berries; bright red bark. 40c.
 2B4610. **CYDONIA JAPONICA** (Japanese Quince). 7 feet. Dazzling scarlet flowers in early spring. 50c.
 2B4611. **DEUTZIA**, Pride of Rochester. 8 feet. Double white flowers tinged rose, in June. 45c.
 2B4612. **FLOWERING ALMOND**. Double flowers in early spring before leaves appear. Two colors—pink or white. 65c.
 2B4613. **FORSYTHIA**, Fortuneii. 10 feet. Golden yellow flowers early in spring before leaves appear. 40c.



Althea (Rose of Sharon)



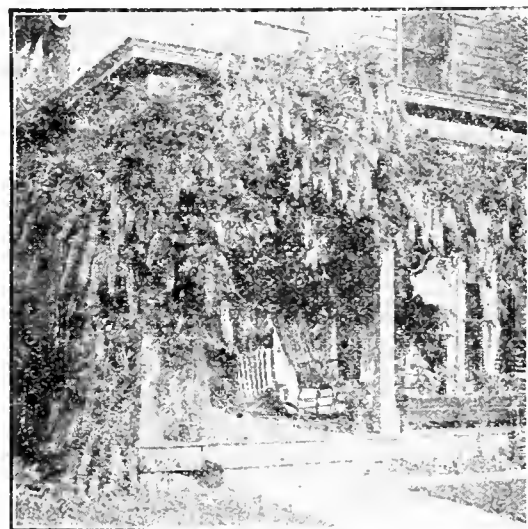
Spirea Van Houttei

- 2B4614. **FORSYTHIA**, Suspensa (Weeping). 8 feet. A drooping form of above. 50c.
 2B4615. **FRINGE**, Purple (Smoke Tree). 12 feet. Billowing panicles of light lavender flowers in midsummer, giving the impression of smoke at a distance. 75c.
 2B4616. **HONEYSUCKLE**, Tartarian Bush. 12 feet. Loaded with flowers in early spring followed by red berries in summer and fall. Your choice of colors—pink, red or white. 40c.
 2B4617. **HYDRANGEA**, Hills of Snow. 5 feet. Large trusses of white flowers from June until August. 50c.
 2B4618. **HYDRANGEA**, Paniculata Grandiflora. 9 feet. Immense panicles of bloom from August until autumn; white at first, turning to rose color. 50c.
 2B4619. **LILAC**, Purple. 12 feet. 40c.
 2B4620. **LILAC**, Persian Red. 9 feet. Graceful, drooping branches. 60c.
 2B4621. **LILAC**, White. 9 feet. 50c.
 2B4622. **PHILADELPHUS** (Syringa or Mock Orange), Coronarius. 8 feet. White flowers in early summer; probably the most fragrant of all shrub blossoms. 40c.
 2B4623. **PHILADELPHUS**, Aurca (Golden Syringa). 5 feet. The best golden-leaved shrub; white flowers. 75c.
 2B4624. **PHILADELPHUS**, Virginalis (Double Syringa). 6 feet. A magnificent variety with large double, sweet scented flowers in May and June and throughout the summer and fall. 75c.
 2B4625. **PUSSY WILLOW**, French. 10 feet. A cultivated variety of great beauty; fine for cutting and forcing in water in January and February. 40c.
 2B4626. **SNOWBALL**, Common White. 12 feet. Globular clusters of pure white flowers, usually in bloom about Decoration Day. 60c.
 2B4627. **SNOWBALL**, Japanese. 8 feet. Purple tinted foliage; perfect ovoid corymbs of purest white. 80c.
 2B4628. **SNOWBERRY**. 5 feet. Light pink flowers in summer, followed by clusters of snow-white berries. 40c.
 2B4629. **SPIREA**, Anthony Waterer (Perpetual Blooming Red). 2½ feet. The most popular of all red flowered shrubs. Begins blooming in early summer and continues until late in fall if all dead blossoms are picked off. 60c.
 2B4630. **SPIREA**, Frobeli (Perpetual Blooming Pink). 3 feet. Same long blooming season as Spirea Anthony Waterer. 50c.
 2B4631. **SPIREA**, Aurea (Golden Spirea). 8 feet. Golden yellow foliage; white flowers. 40c.
 2B4632. **SPIREA**, Van Houttei. 7 feet. Sometimes called Bridal Wreath. A graceful bush with arching branches, covered with white flowers in the spring. 35c.
 2B4633. **TAMARIX** (Feather Tree). 10 feet. Fine feathery foliage; delicate pink flowers in profusion, on graceful drooping branches. 60c.

All Shrubs and Vines Delivered Prepaid at Prices Given.

AJ Hardy Climbing Vines

- 2B4701. **AMPELOPSIS**, Veitchii (Boston Ivy). A grand hardy climber for covering buildings; clings firmly to smoothest surface of rock or wood. The best vine for growing on brick walls. Fine 2-year-old vines, 40c.
 2B4702. **BITTERSWEET** (Celastrus Scandens). A desirable climber; large leaves; yellow flowers in May and June and clusters of ornamental orange-capsuled fruit in autumn. Fine for late fall and winter decoration. 40c.
 2B4703. **CLEMATIS**, Paniculata (Japanese Clematis). The finest small flowered Clematis. Flowers pure white, fragrant, and produced very freely in immense clusters in September. 40c.
 2B4704. **CLEMATIS**, Henryii. Finest large flowered white Clematis. Flowers 4 to 6 inches in diameter. 90c.
 2B4705. **CLEMATIS**, Jackmanii. Same as Henryii except that flowers are rich violet-purple. 90c.
 2B4706. **CLEMATIS**, Madame Andre. Same as Henryii except that flowers are bright crimson. 90c.
 2B4707. **CLEMATIS**, Ramona. Same as Henryii except that flowers are sky blue. 90c.
 2B4708. **DUTCHMAN'S PIPE**. Flowers resembling miniature pipes; very large leaves; an ideal vine where dense shade is required. 80c.
 2B4709. **HONEYSUCKLE**, Hall's Japanese. Flowers white, changing to yellow; extremely fragrant. 40c.
 2B4710. **MATRIMONY VINE**. Handsome trailing vine, covered with scarlet fruit in autumn. Used extensively as a ground cover under trees and on terraces. 40c.
 2B4711. **TRUMPET VINE**. Rapid grower, used for covering unsightly places. Clusters of trumpet-shaped, orange-scarlet flowers about 3 inches long. 40c.
 2B4712. **WISTARIA**, Chinese Purple. Desirable for trellises, porches, etc. Light purple flowers are very showy, and are produced in long racemes. The plants we offer are not seedlings, but are grafted from blooming wood and should blossom the second year. 75c.
 2B4713. **WISTARIA**, Chinese White. Same as above, excepting color. 75c.



Wistaria

Glorious Shade Trees Add to the Joys of Home!

AJ Shade Trees

We are this year listing small size shade trees, which will grow quickly and give our customers an opportunity of getting a nice lot of trees started at a very little expense.

2B4501. AILANTHUS (Tree of Heaven.) A rapid growing, desirable tree. Tropical-like foliage; will thrive where other trees would perish. 2 to 3 feet, 40c each, postpaid.

2B4502. BIRCH, Cut-Leaved Weeping. A wonderful tree of graceful drooping habit; delicately cut foliage; silvery white bark. 2 to 3 feet, \$1.50 each, postpaid.

2B4503. CATALPA, Speciosa. A rapid growing shade tree; large panicles of flowers in early summer. 2 to 3 feet, 40c each, postpaid.

2B4504. CRAB, Bechtel's Double Flowering. A fine, small flowering tree which, when in bloom, presents the appearance of being covered with delicate pink roses, scenting the atmosphere for a long distance with a perfume surpassing the fragrance of the Tea Rose. 2 to 3 feet. \$1.00 each, postpaid.

2B4505. CORNUS, Florida (White Flowered Dogwood). White flowers, 3 to 3½ inches in diameter; foliage grayish green, turning to deep red in autumn. Trees grow 15 to 20 feet high. 1 to 2 feet, 60c each, postpaid.

2B4506. CORNUS, Florida Rubra. Similar to above, with handsome red flowers. 1 to 2 feet, \$2.00 each, postpaid.

2B4507. ELM, American. A grand shade tree. Unexcelled for planting near buildings, as its lofty branches permit air to circulate and grass to grow. 2 to 3 feet, 40c each, postpaid.

2B4508. ELM, Chinese. The most rapid growing of all fine shade trees, and as beautiful as the American Elm. Thrives on rich or poor soil and succeeds in all parts of the United States. 2 to 3 feet, 50c each, postpaid.

2B4509. HAWTHORN, Paul's Scarlet. The finest of the English Hawthorns; flowers deep crimson and very double. One of the most attractive small trees, attaining a height of about 15 feet. 2 to 3 feet, \$1.00 each, postpaid.

2B4510. HORSE CHESTNUT. Attractive shade tree with magnificent hyacinth-like spikes of sweetly scented white flowers. 1 to 2 feet, 40c each, postpaid.

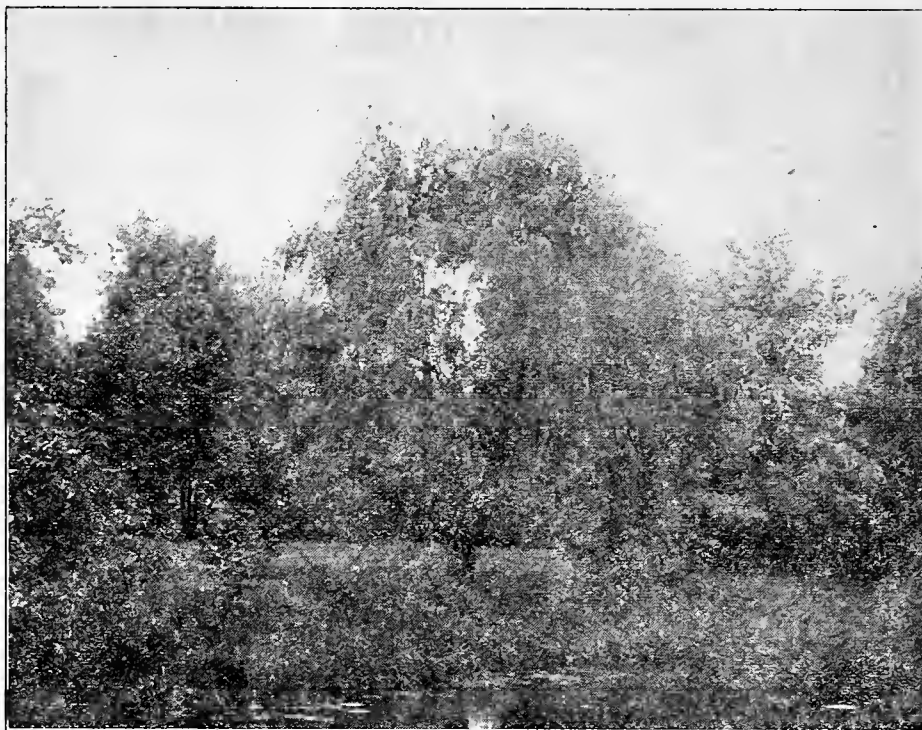
2B4511. MAGNOLIA, Soulangiana. A hardy variety and one of the finest of all Magnolias; beautiful, cup-shaped pink blossoms, 3 to 5 inches across, opening in early spring before the leaves appear. A magnificent medium-sized tree which will attract more attention than anything else we know of. 1 to 2 feet, \$4.00 each, postpaid.

2B4512. MAPLE, Ash-Leaved (Box Elder). A fine, rapid-growing variety; succeeds in places where many other trees fail to grow. 2 to 3 feet, 40c each, postpaid.

2B4513. MAPLE, Norway. A large handsome tree; the densest shade, roundest head and most popular of the Maples. 2 to 3 feet, \$1.00 each, postpaid.

2B4514. MAPLE, Schwedler. Identical in habit of growth to the Norway Maple, but the foliage is bright wine-red in spring, purplish-green in mid-summer and golden-yellow in autumn. 2 to 3 feet, \$1.50 each, postpaid.

2B4515. MAPLE, Silver. A fine, rapid-growing tree; leaves bright green above and silvery beneath, turning to red and orange in the fall. 2 to 3 feet, 40c each, postpaid.



Weeping Willow

2B4516. MOUNTAIN ASH. A beautiful tree with fern-like foliage. White flowers in spring, followed by large bunches of ornamental red berries. 2 to 3 feet, 40c each, postpaid.

2B4517. MULBERRY, Russian. An ideal shade tree, which bears an abundant crop of edible fruits resembling blackberries. 2 to 3 feet, 40c each, postpaid.

2B4518. POPLAR, Carolina. A rapid-growing tree; succeeds everywhere. 2 to 3 feet, 40c each, postpaid.

2B4519. POPLAR, Lombardy. A tall, picturesque tree of slender, upright growth; can be planted close together to screen unsightly views and buildings. A rapid grower. 2 to 3 feet, 40c each, postpaid.

2B4520. RED BUD. A very ornamental tree of medium size. Blooms early in spring before leaves appear, covering the branches with small rosy-purple pea-shaped flowers. 2 to 3 feet, 40c each, postpaid.

2B4521. ROSE TREE OF CHINA (Prunus Triloba). One of the most beautiful of the small trees, attaining a height of 8 feet; begins to bloom before leaves appear in spring, being literally covered with very double rose-like pink flowers. 2 to 3 ft., \$1.00 each, postpaid.

2B4522. TULIP TREE. A tall, rapid-growing tree of unusual beauty. Flowers appear in June and resemble large yellow tulips. 2 to 3 feet, 40c each, postpaid.

2B4523. WILLOW, Weeping. A graceful tree of large size; one of the finest, if not the finest of all large weeping trees. 2 to 3 feet, 40c each, postpaid.

2B4524. WILLOW, Golden. A very showy variety with golden bark of high color; very conspicuous in Winter. 2 to 3 feet, 40c each, postpaid.

2B4550—Special Bargain Offer of 3 Shade Trees for \$1.00 7 for \$2.00, Delivered to you Prepaid

Take your choice of the following varieties of shade trees at 40c each; 3 for \$1.00; or 7 for \$2.00, delivered to you prepaid.

AILANTHUS (Tree of Heaven)

CATALPA, Speciosa

ELM, American

HORSE CHESTNUT

MAPLE, Ash Leaved (Box Elder)

MAPLE, Silver

MOUNTAIN ASH

MULBERRY, Russian

POPLAR, Carolina

RED BUD

TULIP TREE

WILLOW, Weeping

WILLOW, Golden

POPLAR, Lombardy

Every Home Should Be Surrounded by Fruit Trees

Hardy Northern Grown Apple Trees

SUMMER APPLES

2B5001. DUCHESS OF OLDENBURG. Good size, pale yellow, streaked red; juicy, sour; highly esteemed for home use or market. Good crop when trees are 4 or 5 years old. August and September.

2B5002. EARLY HARVEST. Fruit of medium size; bright straw color when fully ripe. Flesh of excellent quality; tender, crisp and juicy. July and August.

2B5003. RED ASTRACHAN. Most attractive early red apple. Flesh white, crisp and juicy, with a pleasant acid flavor. One of the best early eating apples. Ripens in July and keeps until September.

2B5004. SWEET BOUGH. A large, pale, greenish-yellow, sweet apple of excellent quality. Should be in every home orchard. July and August.

2B5005. YELLOW TRANSPARENT. The earliest apple to bear; good crop when trees are four to five years of age. Skin pale yellow. Flesh white, crisp, juicy, mildly sub-acid. An excellent eating and cooking apple. Ripens in July and continues in season until September.

FALL APPLES

2B5010. FALL PIPPIN. Large, yellow, rich, aromatic and very juicy. Fine eating and especially good for cooking. September to December.

2B5011. MAIDEN BLUSH. Yellow with red cheek. Fruit medium to large; juicy, pleasantly sub-acid. Excellent for culinary use. September to November.

2B5012. RAMBO. Medium size; yellow, streaked red. Fine apple that does well nearly everywhere. October and November.

2B5013. SNOW APPLE (Fameuse). Red skin, white flesh; juicy, mild, spicy and very tender. October to December.

2B5014. WEALTHY. Rich dark red. Medium to large. Flesh white, sometimes stained with red. Fine grained, tender, juicy and of excellent quality. Trees mature early; bear when 4 years old and large crops every year. September to November.

WINTER APPLES

2B5020. BALDWIN. Large, bright red, crisp, juicy, rich; a splendid keeper, good cooker, and one of the most popular varieties. November to April.

2B5021. CORTLAND. A new variety that is gaining favor rapidly. Claimed to be an improved McIntosh. The fruits are larger than that of McIntosh, round, of a beautiful rich red color; juicy and sprightly in flavor. Better than McIntosh, because the fruits hang tenaciously to the tree and are two to three weeks later. Cortland apple trees are very thrifty and fast growers; bear the third and fourth year after planting—a money crop the sixth year. November to February.

2B5022. DELICIOUS. Large; nearly covered with brilliant dark red. Flesh fine grained, tender, crisp and juicy. Mild in flavor, but not a sweet apple. Has a decided aroma which is very pleasing. A splendid keeper, and an ideal apple for the fancy or box trade. The tree is hardy, vigorous and productive. Bears about the fourth year. In season from November until May.

2B5023. GRIMES GOLDEN. Rich, golden yellow skin, mild sub-acid flavor, tender and juicy. A dependable and uniform bearer. November to February.

2B5024. JONATHAN. A beautiful bright red apple; medium size. Is much in demand as a fancy apple. Tender, crisp, very juicy, with a fine flavor. Comes into bearing rather young. November to February.

2B5025. KING. Large and attractive fruits of a beautiful red color; tender, juicy, sub-acid; spicy smelling. October to February.

2B5026. MCINTOSH. Medium size, deep crimson, highest quality, juicy, sprightly sub-acid in flavor, with a characteristic aroma. Due to its high quality and attractive appearance, it commands a ready sale at fancy prices. Comes into bearing about the fourth year and is a reliable cropper. October to January.

2B5027. NORTHERN SPY. Large, red striped, juicy, mild sub-acid, with a rich, delicious flavor. Extra long keeper. None better for cooking or eating out of hand. November to May.



2B5028. NORTHWESTERN GREENING. Hardy, yellow, rich of good size; an extra long keeper, which makes it a stand-by to finish the winter for cooking purposes. November to May.

2B5029. RHODE ISLAND GREENING. Large, greenish-yellow, juicy, with a rich acid flavor. Good keeper. One of the best cooking apples. October to February.

2B5030. ROX RUSSET. The most popular russet apple; russet-brown skin; a remarkable keeper, commanding good prices in the spring. December to June.

2B5031. STAYMAN'S WINESAP. Large; deep red skin; juicy, sour, pleasing flavor. Comes into bearing about the fourth year and is a reliable annual cropper. In season from December to May.

2B5032. TOLMAN SWEET. The best winter sweet apple. Yellow, medium to large. Comes into bearing moderately young. October to January.

2B5033. WAGNER. Fruit medium to large, bright red in color, having a fine texture, high flavor, and excellent quality. Good for cooking, but especially prized for dessert. Trees begin bearing when young, and are dependable bearers every year. Recommended as a filler between longer lived varieties. October to March.

2B5034. WINTER BANANA. Large; clear pale yellow with beautiful pinkish red blush. Good dessert quality, but too mild to excel for culinary uses. Comes into bearing young. November to April.

2 B 5 0 3 5 . W O L F RIVER. Fruits of enormous size; yellow, blushed with red. It has a mild sub-acid, with a spicy, slight quince-like flavor; juicy and pleasant to taste; flesh white and tender. October to January.

CRAB APPLES

2B5040. HYSLOP. Brilliant dark red overspread with thick blue bloom. The best and most reliable crab apple.

Prices of Apple Trees

We can supply all varieties of Apples listed in this catalog, in thrifty 2-year-old Northern grown stock, 4 to 6 feet in height, heavily branched, and too large to send by parcel post. These trees are shipped by express or freight, not prepaid. Select the varieties you want at the following low prices: 55c each; 5 or more at 50c each; 10 or more at 45c each; 20 or more at 42c each. Add 5c each to price if Dwarf Apple Trees are wanted.

Northern Grown Peaches

2B5050. BELLE OF GEORGIA. The most beautiful white peach grown; stone semi-free. Very early.

2B5051. CARMAN. Flesh white, juicy, rich and sweet; stone nearly free; will withstand more trying climates than most other varieties. Early.

2B5052. CRAWFORD EARLY. A large early yellow freestone peach of unsurpassed quality.

2B5053. CRAWFORD LATE. Large yellow freestone; one of the best late varieties.

2B5054. ELBERTA. Large, yellow, juicy, sweet, freestone, mid-season variety.

2B5055. GOLD DROP. Medium size, yellow freestone; remarkably hardy.

2C5056. HALE. Larger than Elberta and a week earlier; yellow, freestone.

2B5057. LEMON TREE. The most popular yellow canning variety. Late.

2B5058. ROCHESTER. The earliest large yellow freestone peach.

PRICES: Large 2-year-old trees, by express, not prepaid: 50c each; 5 or more at 40c each; 10 or more at 35c each; or 20 or more at 32c each.

Northern Grown Plums

2B5060. BURBANK. Dark red, yellow flesh, juicy and sweet.

2B5061. GERMAN PRUNE. Purplish-black; most popular for canning.

2B5062. LOMBARD. Red; juicy and sweet; very productive.

PRICES: 4 to 6 foot, 2-year-old trees, by express, not prepaid, at 70c each; 5 or more at 60c each; 10 or more at 55c each or 20 or more at 50c each.



Northern Grown Cherries

2B5070. BING (Sweet). Very large and sweet; nearly black. Early.

2B5071. BLACK TARTARIAN (Sweet). Purplish-black, juicy and rich; very early.

2B5072. EARLY RICHMOND. Best early red cherry.

2B5075. MONTMORENCY. Larger than Early Richmond and ten days later.

2B5074. NAPOLEON (Sweet). Yellow with red cheek; large and sweet; bears young; mid-season.

PRICES: Large 4 to 6 foot 2-year-old trees, by express, not prepaid, at 75c each; 5 or more at 65c each; 10 or more at 60c each; or 20 or more at 55c each.

Northern Grown Pears

2B5080. BARTLETT. Juicy and sweet; ripens in September.

2B5081. CLAPP'S FAVORITE. Resembles Bartlett; ripens in August.

2B5082. KIEFFER. Best winter pear.

2B5083. SEKEL. Small, sweet, juicy pear; September and October. Popular for pickling.

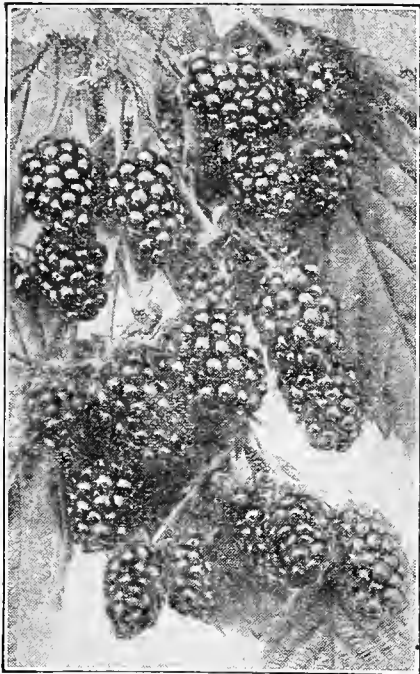
PRICES: Either Dwarf or 4 to 6 foot, 2-year-old standard trees, by express, not prepaid; 75c each; 5 or more at 65c each; 10 or more at 60c each; or 20 or more at 55c each.

ALYS JOHNSTON Co., Polo., Ill.:

I received my plants September 30. They were in good condition. I set them out as directed. They are doing fine. Many thanks.

Mrs. LOTTIE CRANE, Ill.

Summer Treats That, Preserved, Become Winter Joys!



Eldorado Blackberry

2B3042. LATHAM (red). Conceded to be the best late red raspberry. It has more points of merit and has come into general planting more rapidly than any other raspberry ever introduced. It is vigorous in growth; withstands the winters in Canada without covering; and exceptionally free from mosaic and other diseases. The large berries, some running over an inch in diameter, and the deep red color make it most attractive, and it is the most productive variety grown. Growers are beginning to realize that no other late red raspberry will make them so much money, so surely and quickly as the Latham. One nine-acre field of Latham in Minnesota produced an average of \$1,000.00 per acre each year for five years, and similar reports are coming from all sections of the country. 6 for 75c; 12 for \$1.25; 25 for \$2.00; 50 for \$3.80; 100 for \$7.00, postpaid. By express, not prepaid, \$6.00 per 100; \$12.00 per 250; \$22.00 per 500; \$42.00 per 1,000.

Grapes

The Grape is one of the easiest fruits to grow, and nearly everyone can find room for one or more Grape vines.

2B3001. AGAWAM (red). Ripens closely following Concord.

2B3002. BRIGHTON (red). Ripens 2 weeks ahead of Concord.

2B3003. CAMP-BELL'S EARLY (black). Ripens 2 weeks earlier than Concord.

2B3004. CATAWBA (red). Late variety; the best keeper.

2B3005. CHAMPION (black). The earliest of all Grapes.

2B3006. CONCORD (black). The most widely grown variety; does well in all localities.

2B3007. DELAWARE (red). A small grape of rich, delicious flavor; ripens with Concord.

2B3008. MOORE'S DIAMOND (white). The best early white Grape; a week earlier than Niagara.

2B3009. MOORE'S EARLY (black). Two weeks earlier than Concord.

2B3010. NIAGARA (white). The leading white grape; ripens with Concord.

2B3011. WORDEN (black). Larger and ripens a week earlier than Concord.

PRICES: Your choice of above varieties of Grapes, in thrifty 2-year-old vines, at 35c each; 4 for \$1.00; 12 for \$2.50, postpaid.



ALYS JOHNSTON Co., Polo, Illinois:

I received the plants on the first of May. They were fine. Many thanks for your kindness. I sure will speak a good word for you. Close with best wishes.

Mrs. Anna L. Beck, Iowa

Blackberries

2B3051. ELDORADO. We recommend this variety ahead of all others. The berries are large in size, very sweet, and of delicious flavor and quality. It is one of the hardiest blackberries in cultivation and has never been known to winter-kill. Very productive, and never fails to ripen a crop. 6 for 65c; 12 for \$1.00; 25 for \$1.75; 50 for \$3.00; 100 for \$5.50, postpaid. By express, not prepaid, \$4.50 per 100; \$9.00 per 250; \$16.00 per 500; \$30.00 per 1,000.

2B3052. ICEBERG. This is the white blackberry. It is not merely a curiosity, for in addition to being a real novelty it is a berry of extraordinary quality. These shining creamy-white berries, when mixed with jet-black ones, make a most attractive dish. The bushes are good strong growers and very productive. For best results, this variety should be planted near other blackberries. Plants, 20c each; 3 for 50c; 12 for \$1.50; 25 for \$2.75, postpaid.

Raspberries

2B3044. CUMBERLAND (black). The largest and most productive black raspberry. Ripens medium-early and continues throughout the raspberry season. Very hardy, and the most profitable market sort. 6 for 55c; 12 for 85c; 25 for \$1.45; 50 for \$2.65; 100 for \$4.75, postpaid. By express, not prepaid, \$3.75 per 100; \$7.50 per 250; \$13.50 per 500; \$25.00 per 1,000.

2B3045. COLUMBIAN (purple). A cross between a black and red raspberry, the result of which is a purple berry. Do not sucker or spread from the roots like red varieties. This makes it a most desirable sort for the home garden. Berries large, rich and juicy, and better than red or black raspberries for canning. 6 for 75c; 12 for \$1.25; 25 for \$2.00; 50 for \$3.75; 100 for \$7.00, postpaid. By express, not prepaid, \$6.00 per 100; \$12.50 per 250; \$23.50 per 500; \$45.00 per 1,000.

2B3046. GOLDEN QUEEN (yellow). A beautiful, large, golden yellow raspberry. Many prefer this variety to any of the red or black sorts,

owing to its sugary sweetness and unsurpassed flavor. Should be in every garden, its beauty and high quality placing it at the head for table use. The canes are hardy, of strongest growth and very productive. 20c each; 3 for 50c; 12 for \$1.50; 25 for \$2.50; 50 for \$4.50; 100 for \$8.00, postpaid. By express, not prepaid, \$7.00 per 100.

2B3041. EARLY KING (red). The earliest and most beautiful early red raspberry. Growers all over the country are discarding other varieties, owing to the big profits that can be made growing the King. Extreme hardiness, earliness, productiveness, excellent quality, large size, firmness, and bright color which holds until placed on the most distant market, together with the fact that King plants are most vigorous growers and remarkably free from disease, make it the most profitable early red raspberry to grow. 6 for 55c; 12 for 85c; 25 for \$1.45; 50 for \$2.65; 100 for \$4.75, postpaid. By express, not prepaid, \$3.75 per 100; \$7.50 per 250; \$13.50 per 500; \$25.00 per 1,000.

2B3043. ST. REGIS EVERBEARING (red). Fruit commences to ripen with the early varieties of red raspberries, and continues to produce fruit during the summer and fall, and until the berries freeze in the fall or early winter. As to quality of fruit, St. Regis has no superior. Berries bright crimson, large size, rich, sugary, and of the best flavor. St. Regis is exceedingly hardy, the canes enduring the severest cold uninjured. Wonderfully prolific. The only red raspberry that yields a crop of fruit the first season. Plants set in the spring will commence bearing the following June. Cutting off the canes near the ground, late in the fall, prevents the summer crop and has a tendency to make the fall crop more abundant. 6 for 65c; 12 for \$1.00; 25 for \$1.75; 50 for \$3.00; 100 for \$5.50, postpaid. By express, not prepaid, \$4.50 per 100; \$9.00 per 250; \$16.50 per 500; \$32.00 per 1,000.



St. Regis Raspberry

The Big Money Maker

\$1000.00 a Year per Acre with Lucretia Dewberries

2B3050. Lucretia Dewberries are bringing big money. They ripen a week or ten days ahead of common blackberries, the bulk of the crop being harvested before other blackberries start to ripen, so sell at very high prices.

The Dewberry belongs to the blackberry family, and the Lucretia is the best of them all. The large berries are incomparably better than any blackberry grown; of unequalled excellence; sweet and luscious throughout, and of bright glossy black color. They are very productive, and the most profitable of all fruit crops to grow. The Lucretia has received the highest endorsement and highest praise from the best horticulturists in the country. Its trailing habit renders it less liable to winterkill. Propagates from the tips, like black raspberries; does not spread or sucker.

There are two methods of growing the Dewberry. One is to set the plants 4 feet apart in the row, with rows 6 to 7 feet apart. Allow them to grow along the row in their natural way, removing all the new growth until after blooming time, and then allow only enough new vines to grow to provide for the next crop, and at the same time shade the ripening fruit. In this way they will ripen earlier than they would tied up to wires or stakes, the whole crop being grown in Nature's own way, down among the dewy leaves unexposed to strong rays of summer sun. Controlling the new growth each season does away with the necessity of stakes or posts and wire.

The other method of growing is to use short posts and wire. Grow in this way, the fruit is much easier to pick, but is not quite as early. The posts need be only 30 to 36 inches high. Use one wire and in the spring tie all canes onto same, holding them off the ground. Let the new canes lie on the ground throughout the growing season, covering them slightly for winter protection in climates where the winters are severe. Cut away old wood in spring and tie new canes on wire, or old wood can be removed soon after harvesting the crop.

About 1,700 plants are required to set an acre.

PRICES: 6 for 65c; 12 for \$1.00; 25 for \$1.75; 50 for \$3.00; 100 for \$5.00, by parcel post, postpaid. By express, not prepaid, \$3.75 per 100; \$7.50 per 250; or \$25.00 per 1000 in lots of 500 or more.

ALYS JOHNSTON Co., Polo, Illinois:

I have the strawberry plants and they are growing nicely. Thanks for nice plants. Will let you know how they do here in Florida. If they do well I will clear land and get some more. Cherry tree is growing like a weed.

M. W. McDAVID, Florida

Produce Big Crops of Delicious Berries

AJ Strawberry Plants

The bundle of Strawberry plants at the left shows you how AJ plants look when they reach you. Note the heavy root growth and sturdy crowns. Our Strawberry plants are grown from No. 1 propagating stock, on rich soil, which encourages deep root growth. They are carefully selected and packed in plenty of wet moss to reach you full of pep and ready to grow.

Make out your order today and send it to us—we'll ship the plants at the proper planting time for your locality. AJ Strawberry plants are guaranteed to reach you in satisfactory condition.

OLD-TIME FAVORITES AT NEW LOW PRICES

	25 Plants Prepaid	50 Plants Prepaid	100 Plants Prepaid	500 Plants Not Prepaid	1000 Plants Not Prepaid
2E6001. SENATOR DUNLAP, mid-season	\$0.50	\$0.85	\$1.45	\$4.10	\$6.00
2E6002. GIBSON, mid-season .....	.50	.85	1.45	4.10	6.00
2E6003. AROMA, Late .....	.60	.95	1.65	4.40	8.00

PREMIER

(Early)

2E6004. Most widely-grown and dependable early Strawberry on the market. Immensely productive. Does well on all soils. Berries bright, glossy red; of fine texture; excellent flavor; uniform size. Excellent for home use, local market and shipping.

PRICES:	
25 Plants	\$0.60 Prepaid
50 Plants .....	.95 Prepaid
100 Plants	1.65 Prepaid
500 Plants	4.40 Not Prepaid
1000 Plants	8.00 Not Prepaid

HARVEST KING

(Mid-season)

2E6005. Truly King of mid-season Strawberries is this wonderful variety. Ripens with Dunlap but continues fruiting until late in the season. Produces perfect berries to the last picking.

Berries are dark red to the center; rich in flavor; extra firm in texture—keeping for days after picking. Plants drought-resistant and frost-proof. No better variety for canning and shipping.

PRICES:	
25 Plants	\$0.70 Prepaid
50 Plants	1.05 Prepaid
100 Plants	1.95 Prepaid
500 Plants	5.50 Not Prepaid
1000 Plants	9.00 Not Prepaid

PEARL

(Late)

2E6006. Latest of all June Strawberries. Excellent for cold climates, as it escapes late Spring frosts. Berries dark, rich red with varnished appearance; extra solid; sweet and delicious in flavor. Does well on poor soils. Berries bring a fancy price, as they ripen after other varieties are gone.

PRICES

25 Plants	\$0.60 Prepaid
50 Plants .....	.95 Prepaid
100 Plants	1.65 Prepaid
500 Plants	4.40 Not Prepaid
1000 Plants	8.00 Not Prepaid

NOTE:

Our Strawberry plants are all perfect-flowering and do not require mating.

AJ Strawberry Garden

2E6000 **\$2⁴⁵** Prepaid

Just big enough to fit in the backyard of the ordinary home, but the plants are heavy yielders and will supply plenty of delicious berries for your table:

- 25 PREMIER, early
- 25 HARVEST KING, mid-season
- 25 PEARL, late
- 25 MASTODON EVER-BEARING

Mastodon

(Everbearing)

2E6007. Dependable and worthwhile everbearing strawberry. Plants set out this spring in April or May commence to bear fruit in August and continue until late fall. They bear again next June and next Fall—3 Big Crops in 18 months.

Berries are mammoth in size; rich and sweet in flavor; solid in texture; dark red in color. Plants vigorous growers, and do well anywhere.

PRICES:

12 Plants	\$0.60 Prepaid
25 Plants .....	.90 Prepaid
50 Plants	1.55 Prepaid
100 Plants	2.65 Prepaid
500 Plants	9.50 Not Prepaid

Mastodon
Everbearing Wonder

It Pays to Encourage and Protect Your Crops

ALL Legumes Should Be INOCULATED

with

FARMOGERM

Get bigger crops and richer soil with Farmogerm. Farmogerm bacteria are from selected strains. Taken from plants grown in jelly. They come to you in a jelly medium, packed in the bottle with the ventilated stopper. They draw the nitrogen from the air which all bacteria must have to live. Inoculate—

All Clovers, Soy Beans, Alfalfa, Peas, Beans, Vetches

For more crops per acre, more returns on your investment, inoculate your seed with Farmogerm. To be sure of results you must have a pure culture. Countless millions of virile, active, nitrogen gathering bacteria are in each bottle of this ever fresh, ever potent inoculant. The most economical fertilizer you ever bought.

Endorsed by Leading Agricultural Authorities

Agricultural colleges, experiment stations, successful farmers from coast to coast use and approve Farmogerm.

Always Fresh—
Guaranteed Three Years

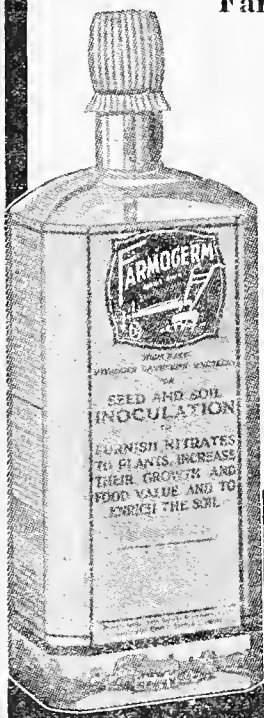
Farmogerm Price List

2KK81. For All Clovers and Alfalfa. (Small Seeds)		
Size	Inoculates	Prepaid
1/4 bu.	15 lbs.	\$0.50
1/2 bu.	30 lbs.	.75
1 bu.	60 lbs.	1.25
2 1/2 bu.	150 lbs.	2.25
10 bu.	600 lbs.	8.00

2KK82. For All Vetches, Peas and Beans, Soy Beans and Cow Peas. (Large Seeds)		
Size	Inoculates	Prepaid
1/2 bu.	30 lbs.	\$0.50
1 bu.	60 lbs.	.75
2 bu.	120 lbs.	1.25
5 bu.	300 lbs.	2.25
20 bu.	1200 lbs.	8.00

2KK88. Garden Size for Sweet Peas, Peas, Beans and Lima Beans, for 12 lbs. of Seed. Postpaid.....\$0.25
NOTE, IMPORTANT—When ordering Farmogerm, Don't Fail to State the Kind of Legume to be Inoculated.

The Only Pure Culture Inoculant that Stays Pure! GUARANTEED THREE YEARS



Kalo Non-Arsenical Insecticides

Used by progressive growers everywhere, proved and approved, these modern insecticides do a thorough job of insect destruction, and do it more conveniently and economically than arsenates. Test after test has proved that Kalo insecticides control more insects, and leave no hard-to-remove, objectionable residue.

Kalite Quick-Killing Fine Dust For Most Chewing Insects

A convenient, protective, ready-to-use dust for vegetables, fruits, flowers. Its fine dust cloud gives complete coverage with plant safety. Kills most insects for which arsenic dusts are used, also kills many others, such as Mexican Bean Beetle, Cucumber Beetle, Blister Beetle. Safe to use as it contains no arsenic, and any residue is completely removed by plain water washing.

2KK71. PRICES, Prepaid	
1 lb. can.....	\$0.35
3 1/4 lb. can.....	1.00
25 lb. drum.....	\$ 5.00
100 lb. drum.....	15.00

Kalite Can Be Sent Parcel Post



Kalo Spray For Most Chewing Insects

Replaces such sprays as arsenic of lead and Paris Green for most usual purposes. Controls many additional insects. Residue easily removable with plain water. Used extensively for apples, peaches and other fruits, commercial vegetables, such as cabbage, tomatoes, spinach, potatoes, etc., wherever a wet spray is desired. Never harms foliage or fruit. Contains no arsenic.

2KK72. PRICES, Prepaid	
1/2 lb. can.....	\$0.35
4 lb. bag.....	\$1.45



Kaloil

Non-Poisonous Pyrethrum Spray

Kills practically any insect on contact at proper strength. Needs no soap, heating or special preparation. Its patented oil carrier spreads the pyrethrum in a film, giving great coverage and penetration of insect hiding places. Made of special pyrethrum tested for strength. Always uniform. Mixes readily with any water. Always free flowing; never clogs sprayer nozzles. So economical it can be used for field spraying. Never harms foliage. Used especially for sucking insects such as Aphids (plant lice), thrips, mites, etc., in greenhouses, hot houses, and field. Controls hard-to-kill insects like Squash Bug, White Flies.

2KK73. PRICES, Prepaid	
1 1/2 oz. can.....	\$0.35
6 oz. can.....	1.00
32 oz. can.....	\$ 3.50
1 gal. can.....	11.75

Kaloil Can Be Sent Parcel Post



Fertil-X

(FERTILIZER EXTRACT)

Fertil-X has a decided advantage over ordinary fertilizers in that it is so highly concentrated that only a little of it is required, thus saving you considerable in freight charges and time in applying. It also differs from many fertilizers in that it is not slow-acting. Fertil-X is correctly proportioned to produce satisfying results, and acts immediately.

Unlike stable manure, Fertil-X does not carry weed seed into your soil. Fertil-X will make vegetable crops, berry bushes and fruit trees increase production, and improve the quality of the fruits and vegetables.

PRICES OF 2B500 FERTIL-X

1/2 lb. (House Plant and Small Flower Garden Size). Enough for 30 to 125 square feet.	50c, postpaid.
10 lb. bag (Small Lawn and Garden Size).	\$3.50 delivered prepaid to any part of the United States.
50 lb. bag	\$7.00, f. o. b. Galesburg, Mich.
100 lb. bag	\$13.00, f. o. b. Galesburg, Mich.

Shipped Direct from Plant at Galesburg, Mich.

For Those Who Prefer a Moist Powder Inoculant-HUMOGERM

This superior, moist powder inoculant is created in the same laboratories that produce Farmogerm. Powder inoculants are perishable, therefore Humogerm cans are dated so you may always be sure of fresh, virile bacteria.

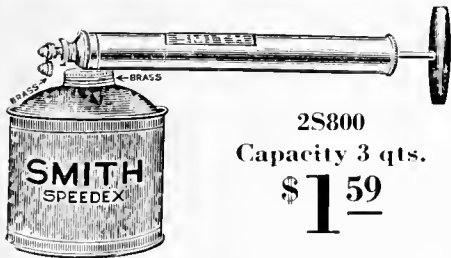
2KK91—For Small Seeds (Clover, Alfalfa, Etc.)	
1/4 bu. size for 15 lbs. seeds.....	\$0.30
1 bu. size for 60 lbs. seeds.....	.75
10 bu. size for 600 lbs. seeds.....	5.00

2KK92—For Large Seeds (Peas, Beans, Vetches)	
1/4 bu. size, for 30 lbs. seeds.....	\$0.30
1/2 bu. size, for 120 lbs. seeds.....	\$0.75
20 bu. size, for 1200 lbs. seeds.....	5.00

2KK99—Home Garden Size	
For Garden Peas, Beans, Etc.	
For 12 lbs. seeds. Postpaid.....	\$0.20



Sprayers for Every Purpose



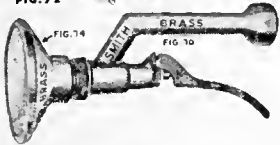
2S800
Capacity 3 qts.
\$1.59

parts brass. Tank has large brass screw opening for quickly filling. Galvanized steel tank with brass 4-in-1 adjustable nozzle for stream, spray, mist, vapor for spraying straight ahead or at an angle. F.O.B. Utica, N. Y., factory; shipping weight about 3 lbs.

Speedex Compressed Air Sprayer

A splendid large sprayer for many uses. Will spray all insecticides on garden vegetables. Disinfectants, cow spray. Greenhouse work. Sprays everything in liquid form and is easily operated. All working

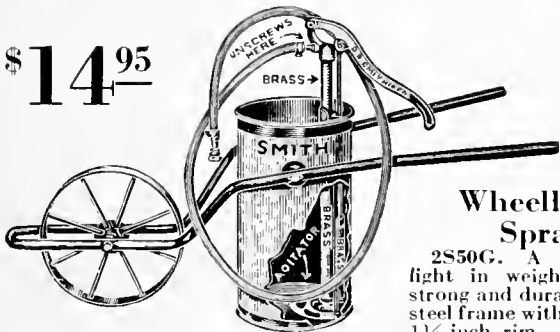
\$2.10 Aquamatic Hose Nozzle



2S666. Cuts your water bill in half. A high grade water control, opens and closes automatically, by slightly pressing lever with the fingers. Wastes no water. A positive, quick shut-off with nothing to wear out and no leaks or drips. Made of heavy cast brass, carefully machined, and will last for years. Fits all garden hose couplings. For washing automobiles; sprinkling lawns, hot beds, flowers, shrubs, gardens; laying dust; washing windows, floors, walks, and for many other purposes.

Complete as illustrated. Not prepaid. Weight about 2 lbs.

\$14.95



Wheelbarrow Sprayer

2S50G. A handy outfit, light in weight. Well built, strong and durable. One-piece steel frame with 16-inch wheel, 1½-inch rim. Pump entirely

of brass. May be quickly removed from tank and outfit used for wheeling water, etc. Air chamber keeps heavy, even pressure on nozzle with easy pumping. 12 gallon tank. 8 ft. of hose. Non-clog nozzle with coarse and fine discs. Shipping weight 45 lbs. Not available.

Brass Bucket Spray Pump

2S29—\$3.10
Use with any pail or bucket. Large brass pump barrel develops high pressure continuous spray with slow pumping. Long distance spray or stream. Shipping weight about 6 lbs.

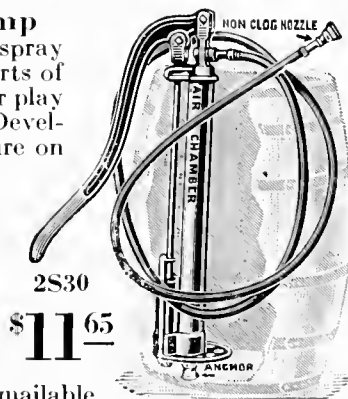
Lightning Whitewash Spray Pump

2S28—\$2.39
Made especially to spray whitewash without elogging. Also many other purposes. Nozzle throws continuous long broad spray or solid stream 35 feet high, with slow pumping. Use in any pail or bucket. Weight about 4 lbs.



Lux Barrel Spray Pump

One of the best barrel spray pumps made. All working parts of heavy brass, nothing to rust or play out. Requires no priming. Develops 200 to 250 pounds pressure on nozzle, producing powerful, continuous spray, with slow, easy pumping. Capacity 2½ gallons per minute. Easily attached to any barrel, with adjustable barrel casting. Used for all kinds of spraying. Will give years of service. Shipping weight 30 lbs. f.o.b. factory Utica, N. Y. Not available.



2S30
\$11.65



2S850
\$7.10

Simlac Paint Sprayer

For spraying lacquers, paints, insecticides, etc. Especially useful in finishing furniture, radiators or autos with AJ enamels (see following pages). Fill jar with material to be sprayed. A slow, easy stroke of pump maintains desired pressure. 3½ gallon capacity hand pump compressor tank equipped with brass cylinder air pump. Pint size Mason fruit jar, 10-foot hose. Has two nozzles for different size sprays. Shipping weight 14 lbs. Not prepaid.

Lightning Compressed Air Sprayer

Will spray any liquid. Easily operated. No complicated parts to get out of order. All principal working parts of brass. Will last indefinitely with little care. Capacity 4 gallons. Automatic non-clog nozzle. 2 ft. hose and 2 ft. extension pipe. Galvanized steel tank. Shipping wt. 10 lbs.



2S825. \$3.95.

Bronx Bottle Sprayers

Used for wide variety of work in the home, brooder house, etc. Nozzle throws powerful, broad mist. Long pump stroke, easy pumping. Furnished complete with bottle as shown, in two sizes. Shipping weight about 2 lbs. Not prepaid.

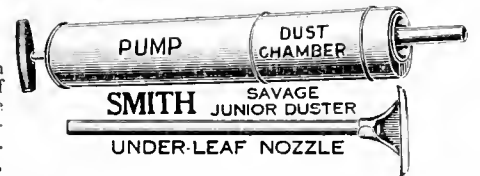
2S835. Pint size, \$1.25.

2S836. Quart size, \$1.45.



Savage Junior Powder Duster

Dusts anything in powder form. Built of finest materials and made to stand long, hard service. Weight about 2 lbs. 2S845. Not prepaid.



AJ Rotary Gardener

Hoes—Weeds—Cultivates—Mulches—All at Walking Speed

Does all the work of any other cultivator plus the rotary hoe, which mulches the surface soil and distributes the fine particles evenly over the surface to prevent moisture from escaping. Scuffle knife is adjustable to various desired depths. When operated with deep culti-

ating shovels lowered—shovels may be adjusted to any desired depth. Leaf guards on both sides of gardener to protect growing plants.

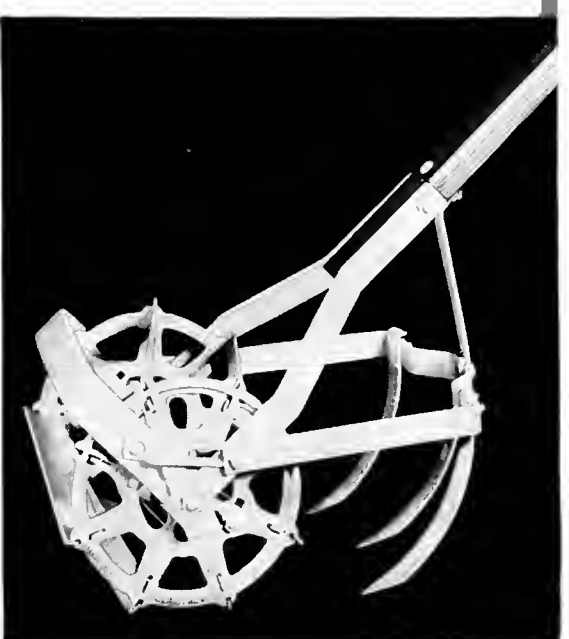
Made in two sizes. Shipped by Parcel Post, F. O. B. Factory.

2R8
8 in. Width
(Approx. ship wt. 18 lbs.)

\$6.89

2R10
10 in. Width
(Approx. ship wt. 20 lbs.)

\$7.29



Durable and Economical Paints

HERE is Better Quality than you have ever been able to buy at such very low prices. The paints, varnishes and enamels presented on these pages are prepared expressly for me by one of the oldest, largest and most reliable manufacturers in the business and because I sell to you direct from factory you save \$1.00 and more per gallon on the finest products money can buy. You cannot buy better anywhere.

It always pays to buy good paint . . . it covers better, lasts longer, looks the finest and protects the best . . . whether you are painting a chair, a room, or all the buildings on the place. Every product in my line is strictly highest grade, the same as put out under nationally advertised brands at $\frac{1}{3}$ to $\frac{1}{2}$ more than our prices.

All AJ Products are easy to apply, made just right for the job to be done. Complete instructions for proper use are on every can. No trouble to do the work yourself.

Send all orders to Polo, Illinois. We make quick shipments from factory branch nearest you: Chicago, St. Paul, San Francisco, New Orleans, Cleveland, Reading, Pa. or Toronto, Canada.



\$2.39
per gal.

in 50 gal. bbls.

AJ STAZE-WHITE HOUSE PAINT

For economy, durability and genuine beauty, **AJ Staze-White House Paint** cannot be equaled. A White that is White and stays White! Goes on so smoothly and evenly that it is a delight to use. This is the finest white paint that has been developed in the paint field. You save when you paint with STAZE-WHITE!

Covers 360 to 400 square feet per gallon, two coats—made in white only.

Shipped Not Prepaid

2F2000	50 gal. bbl. (Shpg. wt. about 875 lbs.)	Price \$2.39 per gal.
	30 gal. bbl. (Shpg. wt. about 525 lbs.)	Price 2.45 per gal.
	5 gal. can (Shpg. wt. about 85 lbs.)	Price 2.53 per gal.
	1 gal. can (Shpg. wt. about 20 lbs.)	Price 2.65 per gal.
	1 qt. can (Shpg. wt. about 6 lbs.)	Price .68 each

AJ ECONOMY HOUSE PAINT

Where low first cost is more essential than long-lasting beauty and long-run economy, we have specially formulated **Economy House Paint**. Costs less than Lead and Oil paints mixed on the job and is more beautiful. Lasts longer and goes farther. Highest Grade raw materials are used in manufacturing **Economy House Paint** and years of actual wear have placed this paint in a class with paint costing \$3.50 per gallon or more. This is an all purpose paint and can be used on the house, barn or on interior surfaces.

Covers 250 to 300 square feet per gallon, two coats. Made in following colors.

2F222	Ivory	2F238	Medium Brown	2F282	Dark Gray
2F216	Cream	2F288	Dark Brown	2F228	Light Green
2F287	Buff	2F283	Light Gray	2F242	Dark Green
2F280	Yellow	2F276	Blue	2F246	White
Colors White					
50 gal. bbls. (Shpg. wt. about 800 lbs.)	\$1.42 gal. \$1.59 gal.				
30 gal. bbls. (Shpg. wt. about 500 lbs.)	1.53 gal. 1.70 gal.				
5 gal. can (Shpg. wt. about 80 lbs.)	1.61 gal. 1.78 gal.				
1 gal. can (Shpg. wt. about 18 lbs.)	1.72 gal. 1.89 gal.				

Shipped Not Prepaid

\$1.42
per gal.

in 50 gal. bbls.

(White \$1.59)

AJ PARAMOUNT QUALITY HOUSE PAINT

Save \$1.00 on Every Gallon

This wonderful highest quality house paint is made from a specially prepared formula which has been thoroughly tested over a period of years and will wear longer and give better results at lower cost.

\$2.19
per gal.
in 50 gal. bbls.

Remember in figuring your painting, that it pays to use good paints—and that **AJ Paramount Quality House Paint** goes farther, lasts longer, gives better protection and in the long run, costs less.

Covers from 300 to 400 square feet per gallon, two coats.

Made in the following shades only:

2F127	Cream	2F135	Pearl Gray	2F157	Blue
2F123	Ivory	2F146	Dark Gray	2F145	Leaf Green
2F125	Yellow	2F104	Brown	2F160	Dark Green
2F187	Light Tan	2F148	Dark Brown	2F113	Brick Red
50 gal. bbls. (Shpg. wt. about 800 lbs.)	Price \$2.19 per gal.				
30 gal. bbls. (Shpg. wt. about 500 lbs.)	Price 2.24 per gal.				
5 gal. can (Shpg. wt. about 80 lbs.)	Price 2.34 per gal.				
1 gal. can (Shpg. wt. about 20 lbs.)	Price 2.45 per gal.				
1 qt. can (Shpg. wt. about 5 1/2 lbs.)	Price .63 each				

Shipped Not Prepaid.

AJ Super-Test BARN PAINT

A high grade barn paint at a saving of 30 to 50%. Made of the finest materials and ground as fine as a high grade house paint. Easy to apply—good covering—glossy and exceptional wearing qualities. The biggest bargain that we have been able to offer in years.

Covers 250 to 300 square feet, two coats on good surfaces. Made in the following shades:



82c
per gal.

in 50 gal. bbls.
Red and Brown

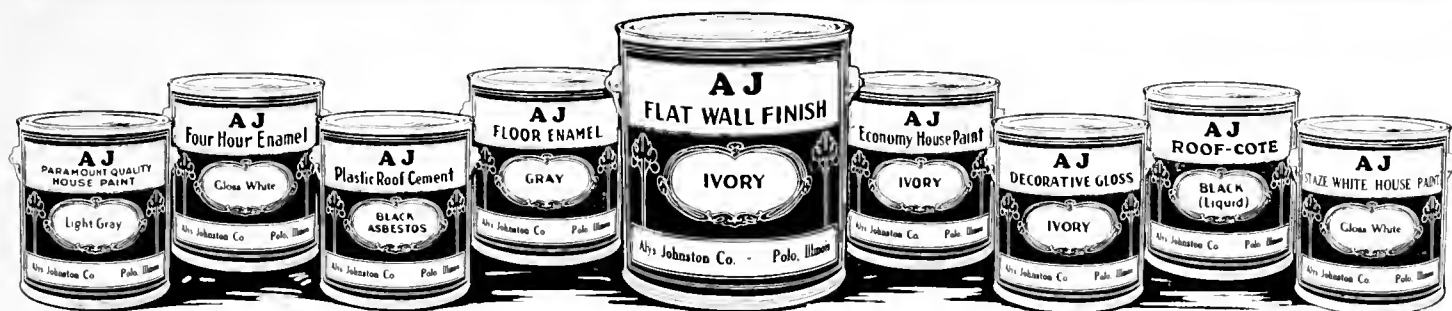
Shpg. Wt. Approx.	Price Per gal.	Price Per gal.	Price Per gal.
Lbs.	2F176 Red	2F6D300 Brown	2F326B Gray
50 gal. bbl...	\$.82	\$.82	\$1.35
30 gal. bbl...	.89	.89	1.38
5 gal. can...	.95	.95	1.47
1 gal. can...	1.05	1.05	1.56

Shipped Not Prepaid

YOUR SATISFACTION GUARANTEED

I recommend AJ Products as the greatest dollar for dollar paint, varnish, and enamel values ever offered. They are manufactured with one idea in mind—giving you fullest value and complete satisfaction if properly applied according to the simple instructions on each can. This is the broadest and strongest paint guarantee it is possible for any reputable manufacturer to make.

AJ Quality Is Best in the Long Run



AJ FLAT WALL FINISH

Highest quality, soft velvety finish, flat oil paint that is easily washed. Dries in ten to twelve hours. Durable and sanitary. Brushes easily and smoothly covering about 200 square feet two coats. (Use wall primer for first coat on new plaster).

Made in following colors; and White—2F4185.

2F5152 Light Buff	2F5169 Ivory
2F5143 Medium Buff	2F5158 Light Blue
2F5190 Light Green	2F5148 Light Gray
2F5208 Light Pink	2F5192 Orchid

Shipped not Prepaid

1 quart.....\$1.49 each	1 gallon.....\$1.79
(Wt. about 8 lbs.)	(Wt. about 18 lbs.)

AJ DECORATIVE GLOSS

A beautiful high quality enamel for use on walls and woodwork—especially in the kitchen and the bathroom. Brushes smoothly and easily, drying over night. Easy to wash. Covers 200 to 250 square feet, two coats. On new woodwork or over dark surface use coat of AJ Flat Wall Paint first.

Made in the following shades; including 2F40W306 White.

2F7625 Ivory	2F7632 Pearl Gray
2F7628 Tan	2F7634 Light Green
2F7626 Silver Gray	2F7633 Medium Green
2F7631 Light Blue	2F7630 Buff

Shipped not Prepaid

1 quart.....\$1.75 ea.	1 gallon.....\$2.65
(Wt. about 6 lbs.)	(Wt. about 16 lbs.)

AJ FLOOR ENAMEL

A new type of floor covering which eliminates floor troubles, whether it be applied over wood, cement, or linoleum. Not a paint—but an enamel. Attractive, durable, easy to apply, dries over night. Unexcelled for either interior or exterior work. Do not confuse this enamel with ordinary floor paints.

Covers 200 to 250 square feet per gallon, two coats. Made in the following shades.

2F859 Buff	2F860 Drab	2F861 Dark Gray
2F856 Oak Brown	2F863 Light Gray	2F854 Red

1 quart.....\$1.79 ea. 1 gallon.....\$2.79
(Wt. about 6 lbs.) (Wt. about 17 lbs.)

Shipped not Prepaid

AJ FOUR HOUR ENAMEL

Produces a beautiful high Gloss durable and washable finish for use on furniture, walls, woodwork—exterior or interior. Sets dust-free in one hour and dries hard in four hours. Easy to apply and covers usually in one coat—a gallon covers approximately 500 square feet one coat.

Choose from following colors:

2F32 Ivory	2F39 Light Blue	2F50 Light Gray
2F45 Orchid	2F46 Yellow	2F40 Jade Green
2F41 Light Green	2F35 Brown	2F36 Chinese Red
2F47 Orange	2F44 Pink	2F49 Vermilion
2F43 Buff	2F37 Dark Blue	2F430 Gloss Black

1 pint.....\$1.49 ea. 1 quart.....\$1.89 ea. 1 gallon.....\$3.19
(Wt. about 4 lbs.) (Wt. about 5 lbs.) (Wt. about 17 lbs.)

AJ Four Hour Varnish

Sets dust free in one hour and hard in four hours. For all interior work—floors, woodwork, furniture, etc. Durable, beautiful and easy to apply. The finest quick drying varnish on the market. Covers from 400 to 600 square feet per gallon.

Shipped not Prepaid

2F15 1 qt. \$1.71	(Shpg. wt. about 3 lbs.)
1 gal. 2.74	(Shpg. wt. about 10 lbs.)

AJ Utility Floor & Trim Varnish

Beautiful—Wear Resisting. Light Color. For use on floors and woodwork. Very tough to withstand abuse. Dries in from ten to eighteen hours. Easy to apply and dries with high gloss. Covers from 400 to 600 square feet per gallon.

Shipped not Prepaid

2F226 1 qt. \$1.59	(Shpg. wt. about 3 lbs.)
1 gal. 1.95	(Shpg. wt. about 10 lbs.)

AJ All Purpose Super Spar Varnish

Has no equal—for durability and wear. Unequaled for outside or inside use. Is not destroyed or discolored by weather, water, steam or salt water. Extremely tough and shock resisting. Dries in sixteen to twenty-four hours with a beautiful glossy finish. Covers 400 to 600 square feet per gallon.

Shipped not Prepaid

2F35 1 qt. \$1.95	(Shpg. wt. about 3 lbs.)
1 gal. 3.45	(Shpg. wt. about 10 lbs.)

AJ BRUSHES

Our brushes are made from imported Chinese hog bristles—no substitutes. Every brush guaranteed.

Shipped not Prepaid

2FMB110. Four inch Brush (For exterior or interior painting Length of bristle 3¼ inches. (Wt. about 8 oz.). \$1.75 ea.

2FMB150. 4 inch Brush (for exterior or interior painting. Length of bristle 4¼ inch. Wt. about 8 oz. \$1.45 ea.

2FV45. 3 inch Brush (For enamel paint or varnish). Wt. about 4 oz. \$.70 ea.

2FV30. 2 inch Brush (For enamel paint or varnish). Wt. about 4 oz. \$.30 ea.

2FV25. 1 inch Brush. Wt. about 4 oz. \$.10 ea.

AJ ROOF COATING AND CEMENT

AJ Black Roof-Cote is a heavy bodied, jet black, water-proof paint for all kinds of roofs and general use on Brick, Concrete, Wood and Metal:

Shipped not Prepaid

2FAC1		Price Per Gal.
50 gal. Drums	(Shpg. Wt. about 450 lbs.)	\$1.42
5 gal. Can	(Shpg. Wt. about 50 lbs.)	.69
1 gal. Can	(Shpg. Wt. about 12 lbs.)	.79

AJ Black Asbestos Plastic Cement is a heavy paste black containing asbestos fibre, for filling large cracks and openings around chimneys and walls where the openings are too large for treatment with AJ Roof-Cote.

2FAC2	Shipped not Prepaid	
50 lb. cans.....\$1.07	10 lb. cans.....\$1.08½	lb.
25 lb. cans......07½	5 lb. cans......10½	lb.

Good Coffee, Like a Good Friend, Always Pleases

AJ QUALITY COFFEE

AT 1932 PRICES

Here is a coffee secret told me by a man who has spent his life in the coffee business. The chemicals and oils that make body richness and that delicious flavor in coffee will work out in gaseous form whether in a can or not, when the coffee is steel cut. The sooner you can get your coffee from the roaster the better it is. AJ coffee never stands on the shelf! It is roasted, ground if you want it, and shipped to you the same day, in a

★ AMERICA'S
favorite
★ DRINK



very useful, heavy-weight towel bag. There is no way you can get a fresher cup of coffee; nowhere more richness of body flavor and genuine goodness.

AJ CHAMPION COFFEE

The Finest That Money Can Buy

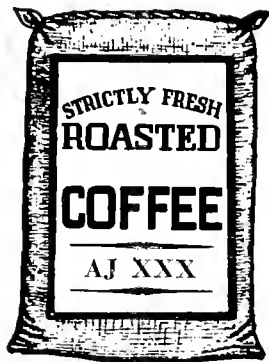
If you want the most excellent coffee obtainable anywhere at any price—you may have it in AJ Champion Coffee. Finer coffee never has been grown and all that science has learned about skillful blending and roasting combine to make AJ Champion the coffee supreme—yet my price is unusually low for such quality. Shipped in towel bags. Bag makes a fine towel when empty. Sold only in the following sizes; 10 lb. lots.....

37c

AJ Champion Blend Coffee, 2FF105. 5 lbs. \$1.95
Steel cut or whole bean: 2FF110. 10 lbs. \$3.70

Be Sure You Specify Whole Bean or Steel Cut

State on your order whether you wish the coffee to be whole bean or steel cut. And also state plainly whether you wish the coffee to be ground for percolator, for boiled coffee, or for a drip coffee pot.



**COFFEE
MAKES
THE
MEAL!**

AJ TRIPLE-X COFFEE

The Most for Your Money!

And you will find wonderful satisfaction, too, in my excellent AJ TripleX Blend Coffee. There are few coffees on the market that equal it for fullness of flavor or richness of aroma. As for economy, it goes farther and costs less than any other medium priced coffee of which I know.

For your greatest convenience and economy we ship only in the following sizes; 10 lb. lots.....

24c

AJ TripleX Coffee, 2FF205. 5 lbs. \$1.25
Steel cut or whole bean: 2FF210. 10 lbs. \$2.40

Be Sure You Specify Whole Bean or Steel Cut

State on your order whether you wish the coffee to be whole bean or steel cut. And also state plainly whether you wish the coffee to be ground for percolator, for boiled coffee, or for a drip coffee pot.

A Joyful Message To Tea Lovers

I am a most particular person when it comes to tea. My importers have searched the Orient to find teas I believed worthy of the AJ brand—good enough to offer my thousands of customers, at a price measuring true economy. We finally found them—and whether you like your tea hot or iced—you will experience a real thrill when you taste either of the blends.

One is the finest, highest grade India Orange Pekoe; the other my own importers' AJ blend of Japan Green Tea. Try either, or both, and I know you will continue to use these teas—always. Their quality—once known—will never be forgotten.

2FF31. AJ Green Japan Tea, 1, 2 or 3 lbs., per lb.....75c

2FF32. AJ India Orange Pekoe Tea, 1, 2 or 3 lbs., per lb.....

75c

All Prices Prepaid

In These States: Wisconsin, Michigan, Indiana, Ohio, Kentucky, Missouri, Minnesota, and Illinois.

Uniformity—The Secret of Good Coffee



Exact measurements are essential to good coffee making.

The Por-A-Spoon Container makes exact measurements quickly and easily. Every time you tip it up it delivers exactly one tablespoonful of coffee. Furthermore, the can is always closed, so that the coffee is not exposed to the air.

2M105. Por-A-Spoon Containers are furnished in attractive Jade Green Enamel. Price, Post-paid.....

57c

SPECIAL MONEY SAVING OFFER

One Dripette, 6 cup size.....\$1.39
5 lbs. of AJ TripleX.....1.25

2FF65. Total value.....\$2.64 both for

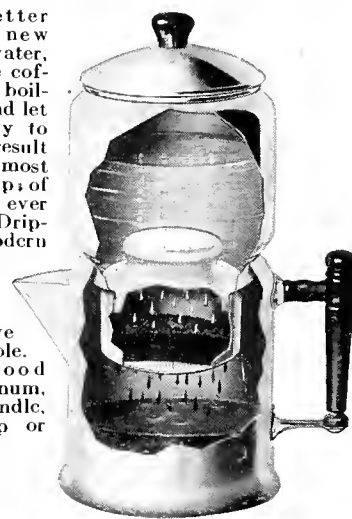
Or This Combination:

One 8-cup Dripette.....\$1.79
5 lbs. of AJ Champion.....1.95

2FF85. Total value.....\$3.74 both for

DRIPETTE

Make better coffee the new way. Heat water, measure the coffee, pour on boiling water and let set till ready to serve. The result will be the most delicious cup of coffee you ever tasted. The Dripette is a modern good looking coffee pot that you will be proud to have on your table. Made of good grade aluminum, light to handle, will not tip or spill easily.



2M106.
6 cup
size.....

\$1.39

2M108. 8 cu size.....

\$1.85

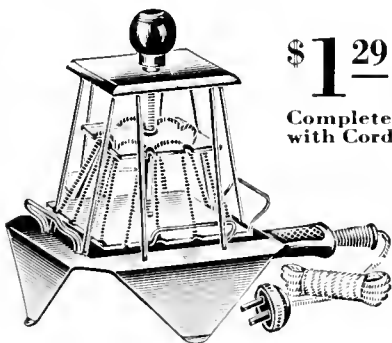
\$2.65

Don't Miss These Sensational Values!

Here Are Two Outstanding Bargains I Have Picked For You!

Electric Toaster

2W258. Consumes very little current. Toasts four slices of bread at one time in only a few minutes. Made of heavy metal fully plated. Element made of nichrome wire. Terminals carefully insulated. Fills long-felt want for a low-priced double toaster. Fully guaranteed and will give excellent service. Complete with cord, postpaid.



\$1²⁹

Complete with Cord

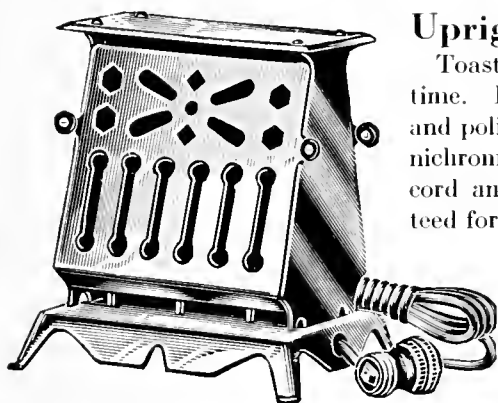


95c
Less Cord

Electric Stove

2W259

Exceptionally low in price. Simple and efficient in operation. Element is of best nickel chromium wire. Porcelain is high-resisting capacity. Base is of metal, enameled apple green. Terminals large and substantial and carefully insulated. Complete less cord and fully guaranteed. Postpaid.



Upright Toaster

Toasts two slices at one time. Beautifully plated and polished. Element is nichrome. Complete with cord and plug. Guaranteed for one year.

Postpaid

2W243

\$2¹⁹

Electric Percolator



\$1⁹⁸

2W240
Electric Coffee Percolator

Four cup capacity. Guaranteed for one year. Complete with plug and cord. Substantially made of polished aluminum and will give satisfactory service. Element is solid mica wound with nichrome wire. \$1.98 postpaid.



Fancy Electric Percolator

2W230. Eight cup capacity. Guaranteed for one year. Made of extra heavy aluminum, beautifully panelled. Fancy ebonized handle. Teapot spout. Mica element wound with durable nichrome wire.

Postpaid

\$3⁵⁵

Be Sure to Specify Current Voltage On All Electrical Equipment Orders

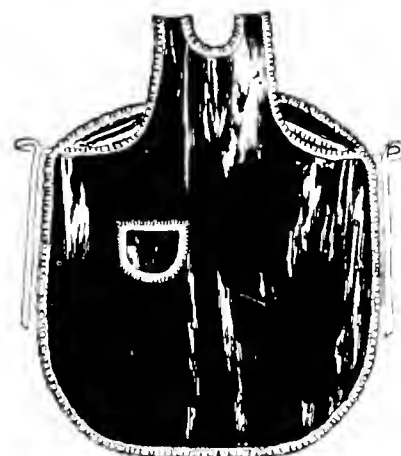
From A Montana Friend

Received the package in fine shape and I want to thank you for sending the extra lantern plants. I set them right out following your directions and feel sure they will grow.

Mrs. F. A. NILES, Montana.

AJ Coverall Apron

This is the utmost in value. A most serviceable garment for every woman everywhere. Made of heavy weight, two-ply rubber material, full size. Beautiful, four color, mottled effect which does not show to advantage in the illustration. Twotone frill on edge and pocket. Not to be compared with the cheap rubber aprons frequently sold at similar prices. My price is ridiculously low for this quality item. Postpaid. 2M1043 only 34c.



Can You Use Some Extra Money

For your Society, your Club or for yourself? If you are troubled with those "I-want-it-but-can't-afford-it" feelings let me tell you how to overcome them.

Some 1932 Calendar Information

Spring begins officially March 20; summer, June 21; fall, September 23 and winter, December 21.

During 1932 there will be a new moon on January 7; February 6; March 7; April 5; May 5; June 4; July 3; August 2 and 31; September 30; October 29; November 27 and December 27.

The moon will be full on the following dates during 1932: January 23; February 21; March 22; April 20; May 20; June 18; July 17; August 16; September 14; October 14; November 13 and December 12.

There will be four eclipses during 1932, two of the sun and two of the moon. The first eclipse of the sun, March 7, will be invisible in America. A partial eclipse of the moon March 22 will be visible in the United States except in New England and along the Atlantic seaboard. An eclipse of the sun August 31 will be total in New England, and partial throughout the United States. A partial eclipse of the moon September 14 will be invisible in most of North America.

I Want My Book To Help You

It has given me much pleasure to compile this modest book. I have sought near and far for the very things that experience has taught me we women require for our homes and their environments.

To attempt to cover every need and every desire would be a task far beyond my own capabilities, but I want to say once more that Alys Johnston Company Service is not confined to those splendid items listed in my new 1932 book.

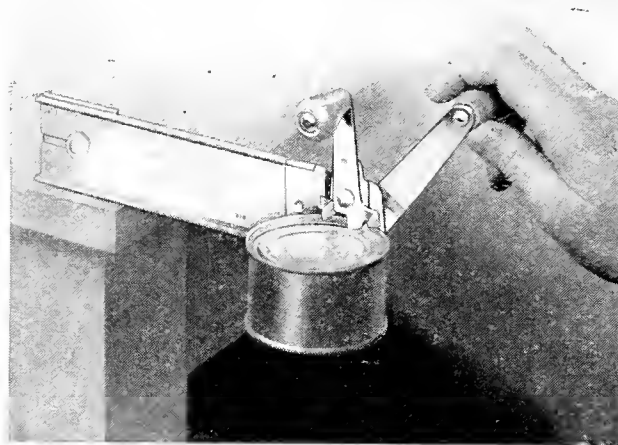
If there is any household appliance in which you are interested, any food item, any need of the home, the poultry house, the garden, or about the farm generally, regarding which you would like to have complete information, write me, tell me what you want to know, and without a penny's cost to you I will gladly give you so far as I can, the actual facts, quote prices and when desired, will be more than pleased to advise regarding the desirability of the items you are considering.

I want to help you, serve you, be one of you. ALYS JOHNSTON

The Pride of My Kitchen and Yours!

Amazing New Safety Roll, Sr. Can Opener

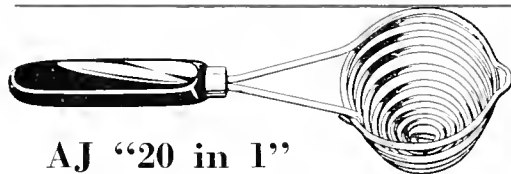
Now you can have a stationery can opener at a sensationally low price. Attached to any wall, window sill or table. Always ready for use. Just a turn of the handle and the entire top of any round, oval or square can, any size, is quickly and safely cut out. Leaves a smooth, Safety Roll edge. Top is lifted as it is cut and does not have to be dug out of the can. Holds the can until released. No food spilled or wasted. No more danger-



2M0172. Postpaid.....\$1.19

ous, jagged edges to cut your hands or tear your clothes. Simple, durable and easily operated. Readily removed for cleaning. No springs or other parts to wear out. The Safety Roll, Sr. is made by an established manufacturer of high grade kitchen tools and is fully guaranteed. It does all any other can opener can do and does it simpler—and I save you money.

(See special combination offer below)



AJ "20 in 1"

Kitchen Necessity

New marvel convenience used as a BEATER, WHIPPER and MIXER. Combines in one utensil all the effective motions by which the various old fashioned devices formerly needed to do the work secure their results. Also used as a LADLE, STRAINER, and EGG SEPARATOR and you will quickly find many other uses. Nickel-like finish resists rust and offers no crack or crevice for bacteria.

2M75. Postpaid.....25c

AJ Safe-Way Kitchen Tongs

Useful in 100 ways. One of the handiest things in your kitchen. Most necessary in handling anything too hot or too cold for the hands to touch, such as taking potatoes from the oven, or sweet corn from boiling water, turning steak or handling cracked ice. Made of bright non-rusting metal. Tong arms controlled by flat metal spring.

2M76. Postpaid.....25c



Potato Masher and Whipper

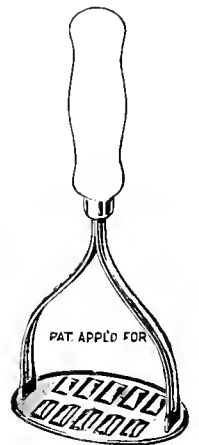
Also Sugar and Butter Mixer

A wonderful kitchen tool. Strong and durable. Mashes and whips to a smooth, flaky consistency. There can be no lumps when this tool is used. Length overall, 9 inches. Has green "no-chip" enameled handle.

2M0136G

25c

Postpaid



Alys Johnston's "Big 4" Special Combination Offer

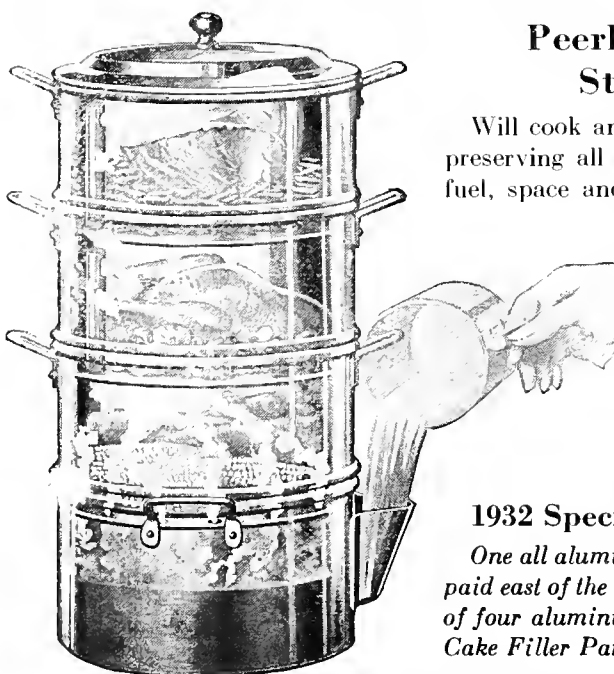
1—Safety Roll, Sr. Can Opener

1—"20 in 1" Kitchen Necessity

1—Safeway Kitchen Tongs

1—AJ Masher and Whipper

2M4. Big "4" Combination. Total \$1.94 value postpaid.....\$1.55



Peerless Aluminum Steam Cooker

Will cook an entire meal over one burner, preserving all the healthful vitamins. Save fuel, space and time. Your food will taste better, be more wholesome and more nutritious. 4 sections, each 8 $\frac{7}{8}$ inches by 4 $\frac{1}{2}$ high except the bottom section which is 5 inches high. Each section one-piece heavy aluminum, polished surface.

2BB760 $\frac{1}{2}$

1932 Special Introductory Offer

One all aluminum Peerless Steamer, sent prepaid east of the Rockies for only \$6.50 with a set of four aluminum Betty Brown Jr. Individual Cake Filler Pans FREE.



Betty Brown Bake Set

Combination

Pudding Pan
Coffee Cake Pan
Layer Cake Pan

Pie Plate
Filler Cake Pan
Biscuit Pan

A most useful as well as appropriate gift for a Shower, Birthday or Anniversary.

2BB725. 8 $\frac{1}{2}$ inch diameter.....\$1.98

2BB726. 10 inch diameter.....\$2.49

Prepaid East of Rockies.

AJ Health-Cast Aluminum Ware

AT A FRACTION OF CANVASSERS' PRICES

Heavy Aluminum—Beautifully Finished. Cast of highest quality thick aluminum with close fitting cast covers. Heat is distributed more evenly and retained twice as long as in ordinary utensils. Can not chip, dent or get out of shape—sanitary, as there are no seams, joints or riveted handles.

Cuts Fuel Two-thirds. Health Utensils pay for themselves in a very short time in the saving of food and the lowering of fuel consumption. Cheaper cuts of meat which contain the larger valuable food elements become deliciously flavored and tender after cooking the Health-Cast way.

All Prices f.o.b. Central Illinois Factory.



Sauce Pans With Deep Covers

Beautiful high luster—bright sunray finish—cool wood rubberoid handles.

2A1	1 Qt.	weight 2	lbs.	\$1.67
2A2	2 Qt.	weight 2 3/4	lbs.	2.15
2A3	3 Qt.	weight 3	lbs.	2.26
2A4	4 Qt.	weight 3 3/4	lbs.	2.81



Skillets

Heavy skillets with beautiful sunray high luster finish—cool rubberoid handles.

Also furnished with extra deep self-basting covers. Covers included only when stated (indicated by a double number).

2A	6 in.	1	lb.	\$.74
2A	9 in.	1 3/4	lbs.	1.20
2A	9 in. with cover	2 3/4	lbs.	2.48
2A	10 in.	2	lbs.	1.32
2A1010	10 in. with cover	3 1/4	lbs.	2.73
2A	11 in.	2 1/4	lbs.	1.65
2A1111	11 in. with cover	3 3/4	lbs.	2.99

Round Dutch Oven

With a Cast Aluminum Trivet. A standard and necessary utensil. A wonder cooker. High luster sunray finish. Not illustrated.

2A190	10x4 1/2 in. high	2 1/2	lbs.	\$3.66
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Combination Griddle And Broiler

Unequaled for breakfast cakes. No grease—no smoke—no odors. Reverse side used for broiling and frying. An extremely useful and necessary kitchen utensil. Beautiful sunray finish.

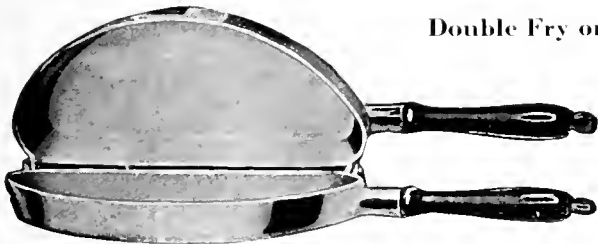
2A510	13 1/4 in.	2 3/4	lbs.	\$2.15
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Double Fry or Omelet Pan

Bakes an omelet or cake on top of stove or fries two foods at one time. High luster polished finish. Black wood rubberoid handles.

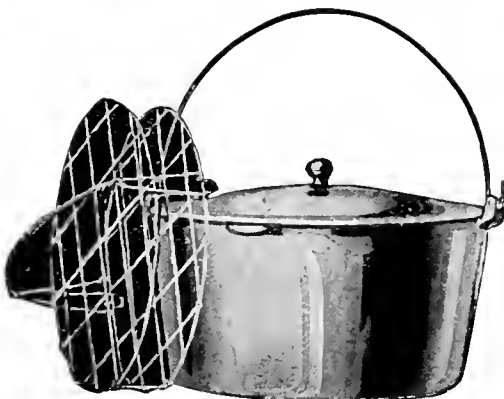
2A540.	11x5 1/2 in.	2 1/2	lbs.	\$2.99
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Baking and Preserving Kettles

All furnished with close fitting cast covers. Can be used for general cooking, preserving, stewing, soups, etc.; also for top stove baking oven. Baking rack for holding two pies is furnished in the 9 Qt. size only.

2A570.	6 qt., 10x5½ in.		
	5 lbs.		\$3.75
2A580.	9 qt. and Rack		
	11½x6¾ in.		
	5¾ lbs.		4.77
2A590.	14 qt., 13x8 in.		
	8½ lbs.		6.65



Cooks Without Water—Saves All the Food Value

Greatest Labor Saver. No stirring or pot-watching when cooking food or cereals as heat is retained and distributed evenly. Cooler kitchen, as very low flame provides sufficient heat—easily cleaned—will last a lifetime with ordinary care.

Promotes Good Health. Food cooked in them retain all the valuable mineral salts, vitamins and other elements so essential to building strong bone and muscle tissue. The natural food flavors of vegetables, fruits and meats are retained and become an effective aid to good digestion.

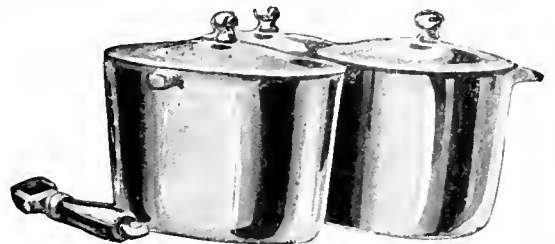
Complete instructions for using are packed with each AJ Utensil. Gross shipping weights given for each item.

TriPLICATE Set

A most popular and necessary item. Used over one small burner will cook complete meal for five persons. One detachable wood rubberoid handle with

each set. Beautiful high luster outside, polished inside finish.

2A520	3 pans—2 3/4 Qt. each	7 3/4	lbs.	\$6.60
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French Roaster With Deep Cover

Can be used on top of stove as well as in the oven. Oval design—with deep self-basting cover—for holding roast or fowl. Beautiful high luster finish outside—polished finish inside. Made in standard size and an extra large extra deep size.

2A190		7x11 1/2x 8 1/2 in. high	4 1/2 lbs.	\$3.59
2A260	Extra deep—large size	9x15 x11 in. high	6 3/4 lbs.	5.91



Large Oblong Turkey Roaster

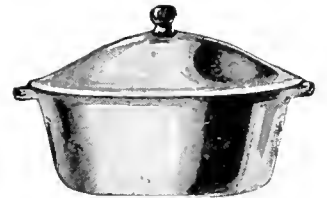
Extra large size for goose, turkey, ham, or large cuts of meat. Beautiful high luster outside—polished finish inside. Complete with cast aluminum trivet. Not illustrated.

2A560.	15 in. x 11 1/2 in. x 9 in. high.	10 1/2	lbs.	\$10.13
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Double Casserole Baker

Round double casserole—two baking and cooking dishes in one. Inner pan which may also be used as a deep cover. Beautiful high luster sunray finish.

2A500	2 3/4 Qt. 8 1/2x4 in. high.	4	lbs.	\$3.72
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Coffee Pot and Stand

Complete with insert for making delicious French coffee. With separate base to use on dining table. Also used as beautiful pitcher and will keep liquids hot or cool for a long time. Directions in each pot.

2A550.	14 cup, 4 lbs.	\$4.17
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Heavy Tea Kettle

Cast in one piece. Sliding cover with cool knob. Round smooth high luster finish.

2A600.	6 qt.	1 1/4	lbs.	\$3.75
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Save on Dependable Home Conveniences

Alys Johnston's New 300 Candle Power Lamp and Lantern

Burn 96% Air—Only 4% Fuel

LIGHT INSTANTLY — at the turn of a valve

Latest, Improved Method of Lighting

Portable, for Convenient Use Anywhere

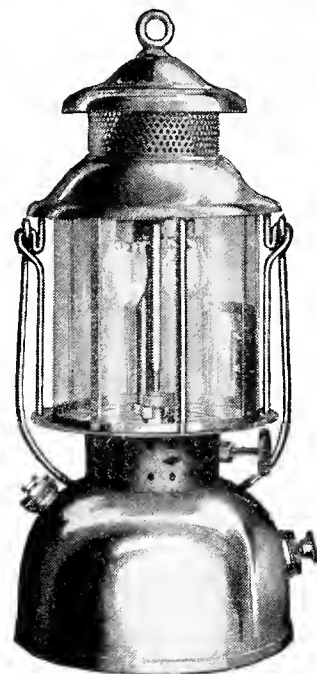


Here, indeed, is a Lamp that enhances the beauty of any home! It has a beautiful Ivory-Gold Glass Shade. Base and hardwood handle of golden-bronze, subtly highlighted in emerald, and beautifully finished in filigreed and etched designs. Base and handle harmonize perfectly with shade. Light in weight, easily carried from room to room, or can be suspended from ceiling as a hanging lamp. Twenty times brighter than wick lamps, on less than half the fuel required to operate an ordinary wick lamp. Unequaled by electricity or gas for brightness, economy and quality of light. No smoke, soot, or odor, and no dirty, greasy wicks to trim, or black chimneys to clean. Burns gasoline only. Lights instantly at the turn of a valve. Equipped with large-size, long-life generator with automatic cleaning device. Built-in pump. Capacity of fount 3 pints. Burns about 22 hours on one filling. Height of lamp approximately 19½ inches. Weight 9 lbs., packed. Comes complete with 2 mantles, gasoline strainer and easy instructions.

2L140B—Price \$6.95 Postpaid (East of Rockies)

Match-lighting lamp, finished same as above—comes complete with extra generator, 2 mantles, 2 cleaning needles, gasoline strainer, pump and easy instructions.

2L120G—Price \$5.90 Postpaid (East of Rockies)



Farmers, poultry raisers, campers, hunters and all night workers will find this wonderful Lantern the final achievement in outdoor illumination—300 candlepower of penetrating, white light, 20 times brighter than ordinary wick lantern. Winds and storms can not affect it—tip it over and it will not go out. Absolutely safe. The perfect portable outdoor light—carry it anywhere or hang it up in barn, tent, chicken house, or garage. Heavily nickel plated finish. Sturdily built—will outlast several ordinary lanterns. Burns gasoline only. Lights instantly at the turn of a valve. Equipped with large-size, long-life generator with automatic cleaning device. Capacity of fount 2 pints—burns about 15 hours on one filling. Height of lantern approximately 15 inches. Weight 5¼ lbs., packed. Built-in pump. Comes complete with 2 mantles, gasoline strainer, and easy instructions.

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2L103—\$4.95 Postpaid (East of Rockies)

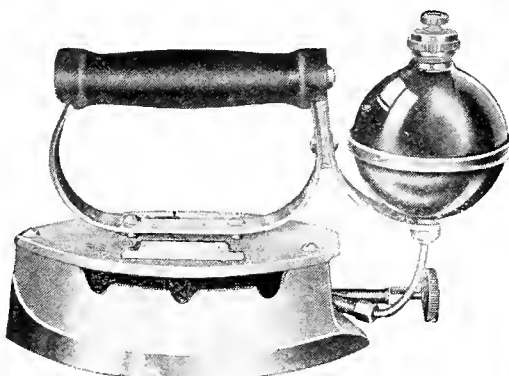
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Burns 96% Air, Only 4% Fuel

Highest Quality Mantle

Our mantles, made of strong, long fibre thread, chemically treated, insure best possible service. They are carefully shaped and fully reinforced at every point where pressure is greatest. You can use these mantles on any make of gasoline lamp or lantern. Ordinarily, mantles are easily broken. Our high grade mantles give long, continuous service.

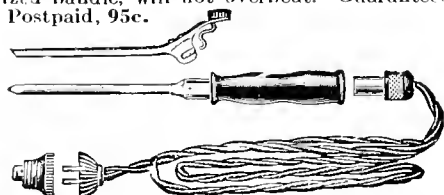
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Be Sure To Specify Current Voltage on All Electrical Equipment

Electric Curling Irons

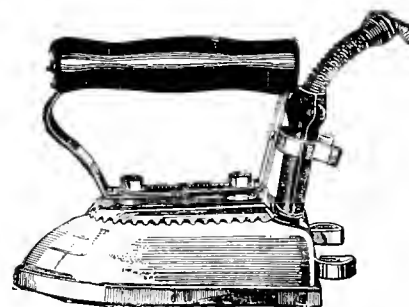
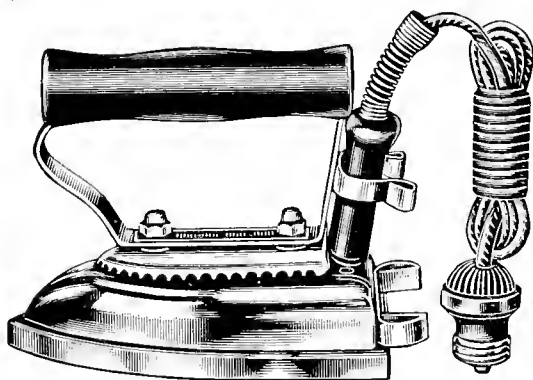
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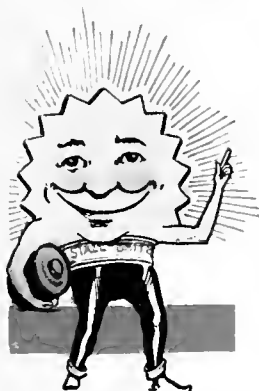
2W200. A different electric iron, furnished in untarnishable green enamel. 6½-pound iron, perfectly balanced and equipped with solid mica element wound with nickel chromium wire. Heat is evenly distributed. A strictly quality iron, fully guaranteed. Price, complete with asbestos cord and standard plugs, for any 110- to 120-volt current, Postpaid, \$3.95.



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To Brighten Up Is To Cheer Up

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For Removing Small Scratches on Finished Furniture

Ugly and unsightly scratches on furniture can be eliminated quickly with Skratcli-Fix. One end contains an oil which flows through a small brush on the tip. The other end contains a stain in wax for use when the scratch has broken through the finished surface. For light scratches or mars simply touch up with the brush end of the stick and wipe with a dry cloth. You will find the scratch is not noticeable. For deeper scratches or rubs where the stain is broken through, rub the wax stain end of the Skratcli-Fix over the defect and then reverse the stick and rub the brush end on the scratch so that the stain is smoothed out and the mar is concealed. Skratcli-Fix works equally well on Oak, Walnut, or Mahogany finished.

This is an excellent item for agents. Sells itself wherever demonstrated



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In order to have a continuous supply of fresh vegetables all during the season, it is a profitable plan to make successive plantings during the summer. This is important for such crops as beans, peas, root crops, as carrots, beets, turnips and lettuce, so that you will have a fresh supply for the roadside market, for canning and winter storage. An early and a late planting of cabbage, celery, tomatoes and sweet corn is a good plan to follow. For winter storage of root crops a planting in July, will assure the gardener a nice quality and size root. Many gardeners store early planted root crops, which are woody, fibrous and tough, when a July planting would insure quality for such purposes. The spring planting urge has usually left the gardener, and it takes additional effort for second plantings.

I received the Rex Begonia in a very good shape. I am pleased with it, and thank you.

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Will Not Mar Woodwork—Patented Ventilating Feature

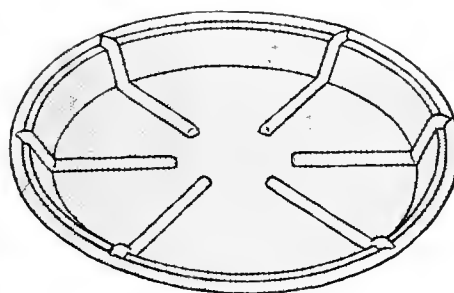
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It is absolutely waterproof and moisture-proof. Dampness cannot “sweat” through this Rubber Tray as it does through a porcelain plate. It is well known how dampness “sweating” through a porcelain plate ruins woodwork.

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“Best Seeds Ever Planted”

The geranium seed I got from you are coming along fine. The plants are about 2 inches high. The best seeds I ever planted.

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Some months ago I ordered 3 packets of geranium seeds and am very pleased with them. I am ordering 7 more packets for which enclosed you will find 50c.

NELLYE M. RUSSELL, Florida

I must tell you about my geranium seeds I sent you for. They have grown beautifully and I shall have some pretty flowers this winter.

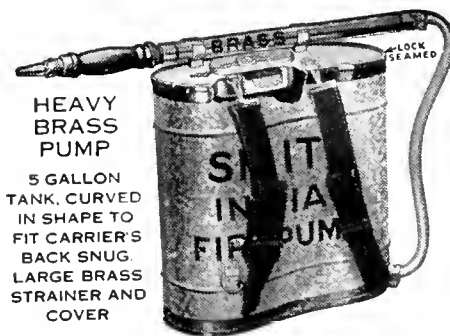
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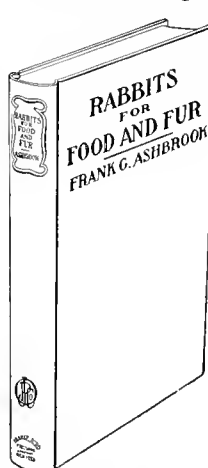
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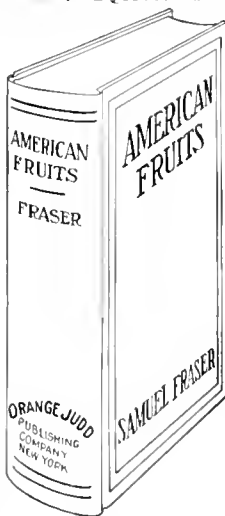
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Personal Necessities That Gratify



Everyone appreciates the goodness of real high quality toilet necessities. Through a very fortunate arrangement with one of the most experienced manufacturing chemists in this line I am able to supply you one of the finest assortments of Toiletries to be had at any price. They are the equal of highly advertised lines for which you often have to

pay up to \$3 and \$5 each at big city stores yet priced so low under my label that they cease to be luxuries. I'm proud to put AJ brand on things of this kind because I can recommend them so highly. It is typical of AJ Service—they will not fail to please you.

All AJ Toiletries 25c Each Postpaid. Special 1932 Introductory Offer: Your choice of any 5 for \$1.00

AJ Face Powder

Imported quality. Delicately perfumed. Marvelously soft texture with satisfying clinging properties. Protects as well as beautifies your skin yet blends invisibly.

	Square Box	Round Box
Flesh.....	2AA54F	2AA51F
Cream White	2AA54W	2AA51W
Brunette.....	2AA54B	2AA51B

AJ Perfumes

High quality perfumes of delightful fragrance. Six popular and enchanting odors in plain 1 oz. bottles. No expense for fancy packages.

2AA2B.	Bouquet.
2AA2J.	Jasmine.
2AA2L.	French Lilac.
2AA2N.	Narcissus.
2AA2R.	Rose.
2AA2V.	Violet.

AJ Hand Lotions

Prevent your hands from being chapped. Keep them soft and

lovely by the daily use of these fine lotions.

2AA10B.	Glycerine and Rose.
2AA11B.	Lemon.
2AA12B.	Almond.

AJ Toilet Waters

Dainty and refreshing. Not to be confused in any way with inferior products.

2AA6R.	Rose.
2AA6J.	Jasmine.
2AA6N.	Narcissus.
2AA6B.	Bouquet.
2AA6L.	French Lilac.
2AA6V.	Violet.

AJ Bath Requisites

2AA64. AJ Bath Salts
Delightfully perfumed crystals attractively tinted. You will instantly recognize superior quality in this fine water softener.

2AA34. AJ Violet Talcum Powder

A delicate but lasting fragrance in an unusually fine powder. Especially refreshing for use in hot weather or any time after the bath. Large glass jar, sifter top.

2AA89. AJ Deodorant

A safe odorless and effective aid in the elimination of objectionable perspiration and body odors at a remarkably low price.

AJ Hair Preparations

2AA40B. AJ Wave Lotion
A pure non-greasy preparation of the very best kind. Gives a beautiful wave, dries quickly and keeps a wave in.

2AA50B. AJ Brilliantine
Just a few drops of this liquid keeps your hair looking smooth and glossy.

2AA47. AJ Hair Slie
A high grade cream that does just what its name implies.

2AA42. Eau de Quinine
An old favorite hair tonic, fine for the scalp.

2AA44B. Coconut Oil Shampoo
Wonderful cleanser for the scalp.

2AA41. AJ Bay Rum
Fine for the hair and scalp or after the bath. Also after shaving.

AJ Beauty Preparations

2AA19. AJ Cleansing Cream

Should be used regularly to remove surface dirt and makeup. A most delightful cream that cleaves the pores of all impurities.

2AA20. AJ Cold Cream

Protects your skin from sun and wind.

2AA22. AJ Peroxide Vanishing Cream

A snow white cream that provides an invisible base for powder and rouge.

2AA16B. AJ Facial Astrigent

Very choice and invigorating for use after cleansing cream to tighten the skin and retain beautiful skin texture.

2AA79P. AJ Nail Polish—pink.

2AA79N. AJ Nail Polish—natural.

2AA80. AJ Nail Polish Remover.

STREBALM

A soothing and healing preparation for eruptions and irritations of the skin.

Here is one of the most useful items in my merchandise department. I know how good it is because I have used it for years and wouldn't be without it in the house. Many of my friends swear by it, too.

Strebalm is a white ointment with a pleasant odor, applied locally for all purposes. You should have it always at hand, in the home, on a journey or wherever you are. Use for prompt relief from eczema, burns, rash, sores, chafing, itching, frost bites, chapped hands, sunburn, etc. Particularly good to use on the baby's little legs and body. The man of the house will appreciate it after shaving—and you'll find many other uses. Try Strebalm and you'll always want it. Postpaid 50c each, 2 for 89c. 2M9001—2 oz. jar, 50c each; 2 for 89c, postpaid.



We Want Live Agents in Every Community

If you want business and mean business write me. Items on this page are particularly good to earn extra money for your church society, club, grange or yourself.

ORDER BLANK

Do Not Write Above

BEFORE MAILING be sure you have given ALL necessary information so as not to delay your order. Fill in carefully and write or print plainly. Use the other side for any Remarks or for additional order space.

This image shows a single sheet of white paper with horizontal ruling lines. The lines are evenly spaced and run across the width of the page. There are no margins, text, or other markings on the paper.

**Please Write Here The Names of Friends Whom You Think
Might Be Interested in My Service for Farm Women**

I will appreciate it if you will write in the space below, the names of any of your friends or neighbors whom you think would like to know about my "Service for Farm Women." Any person who buys merchandise from Alys Johnston should be interested in knowing where she can obtain such fair prices as I quote on all supplies to meet the need of Farm Women.

[illegible]

Read These Instructions Carefully

Prices and Terms—

All prices are net cash and f.o.b. shipping point unless marked post-paid. We save you money by selling for cash only. Prices are subject to change without notice. We guarantee to give you the benefit of any price reductions up to the time of shipment. You always save by buying from Alys Johnston.

All C.O.D. Shipments include cost of transportation and C.O.D. fees, subject to the following special terms. You save extra expense by paying cash in full with order, especially if you want shipment immediately or within 30 days. Please do not ask for C.O.D. on orders for less than \$5; it increases the cost too much for you.

Special Terms on Baby Chicks: \$1 per hundred chicks on your order guarantees delivery, balance payable C.O.D. (See paragraph about C.O.D. shipments). We prepay delivery on all orders paid in full.

Special Terms on Eggs for Hatching, Poultry (except Baby Chicks), and all other Small Stock: One-half the purchase price cash with order, balance payable C.O.D. unless you want to save the extra expense of the C.O.D. charges and send cash in full with order.

Terms on all Other Items in this Service Book are cash with order or one-fourth cash, balance payable C.O.D. (See paragraph about C.O.D. shipments).

How to Order—

Use the handy order form on page 61, or use any kind of paper if the order blank has been used. Print or write plainly your name, mail address and shipping point, and be careful to give complete information about what you want.

How To Send Money—

Send your remittance by personal check, by money order or in other convenient form. If you live on a rural route the carrier will buy a money order for you. If you send cash be sure to have it registered. When you have your order made out just put it in the envelope which you will find with this catalog.

Shipments To Other Persons—

If you want goods shipped to someone else, make out your order in the usual way and write across the order as follows:

TO BE SHIPPED TO

Different Shipping Point—

If your shipping point is not the same as your postoffice, there is a space marked "Shipping Point" at the top of the order blank in which to give the proper shipping instructions.

Shipments to Canada—

Baby Chicks may be shipped to Canada by Parcel Post or Express only between April 1st and June 15th. They must be paid in full, as chicks cannot be shipped to Canada C.O.D. We do not prepay shipments of chicks to Canada unless \$1.00 per hundred chicks is added. To avoid any delays we recommend all shipments to Canada be paid in full before shipping.

We do not ship plants or nursery stock to Canada.

Always Sign Name In Same Way—

When Ordering and Corresponding, always sign your name in the same way. Married ladies should use their husband's name. For example: "Mrs. John F. Smith," and not "Helen Smith." A change in signature often causes errors and delays. In signing name and address always write distinctly.

Change of Address—

Let us know whenever you change your address. You will receive our catalogs more quickly if we know exactly where to send them. The best way to do this is to use your new address in the spaces at the top of the order blank, and also give us your old address in the space provided at the bottom of the order blank.

If you receive two copies of the same catalog, please notify us so we can correct our mailing list.

Returned Goods and Claims—

I try to practice the Golden Rule. I want you satisfied. Some things are returnable and others are not, as you can well appreciate. If you wish to return anything please **WRITE US FIRST** so we can give you proper shipping address and instructions. **This is important.**

If **Shipment Arrives Damaged or Short** you must have the Agent make a notation on Express or Freight Receipt covering the shortage or damage, and if you want we will assist in settling claim if you notify us at once. Claims must be made direct with the transportation company on receipt of goods at your station. On parcel post shipments ask your postmaster how to proceed.

A Really Complete Fur Service

Alys Johnston now offers you the most complete fur service—selling the raw furs for you if you wish or dressing them, dyeing them, and making them into any one of a hundred articles, and what no one else can offer you—a complete repair and remodeling service, with a trade-in for your old coat if you want a new one.

Write for samples of our work and linings, and for our new complete list, which gives you all of our prices and also gives you an idea of the many other ways in which we can be of service.

Fur Dressing and Dyeing

When you send your furs to us you can rest assured that you will get back the identical furs you sent to us, as our system of marking skins practically eliminates any chance of making a mistake. In 45 years of service our factory has perfected a method of dressing skins which leaves them soft and pliable, but with a strong fibrous leather, as all of the natural oils are left in the skin or hide. Our dyes are guaranteed fast colors, and give the hair a soft lustrous sheen which is so desirable in a coat or scarf. Your furs sheared and dyed into any of the popular shades cannot be distinguished from the beautiful seals shown in the big city show rooms.

Manufacturing New Furs

When making up your coats or other articles, whether from horsehide, rabbit, or the more expensive mink, we use the same high grade materials and guarantee the excellence of the workmanship in one the same as in another. We do not cut the quality anywhere. All linings are Crepes and Satins, known for their durability as well as beauty, and all of the thinner leather furs are interlined with an extra strong stay cloth to give them added strength. *Now that the market on raw furs is so very low, we suggest that you have your furs dressed and made into a warm, comfortable, smart looking garment.*

Remodeling and Repairing Old Furs

We are especially proud of the thousands of fur coats which the factory has remodeled into the new styles, bringing them up to date at a very small cost. It is not a question of doing a little cutting here and there, but

of taking the coat entirely apart and recutting it to your measurements, in this way giving you a new, smart looking coat. Our skin department can match any fur for repairs and for new collar and cuffs if you want a complete change. We also furnish tails on old scarfs and muffs, which are remodeled into chokers. We use only the best grade linings on all relining jobs. In cleaning and glazing your furs we do not use the dry cleaning method, but do it the furriers' way, which does not remove the oils and leaves the leather nice and soft, and is the only safe, scientific and satisfactory method.

Fur Insurance and Storage

For 3% of the estimated value of your coat we will issue you an insurance policy in one of the oldest and largest Insurance Companies in America, which will insure your coat against all loss while you are wearing it anywhere in the world. For 4% of its value we will insure it for one year and store it also for one season, assuring you absolute protection. This is all-year insurance, and not to be confused with insurance only while in storage.

Trade In Your Old Coat

Our factory carries extensive lines of new coats in the latest styles and will be glad to allow you a very fair trade-in value on your old coat as a part payment on your new one, and give you four months to finish paying in. Send in your old coat for an estimate and let us know what fur and trimmings you are interested in and the size you wear and we will send you on approval one of our finest coats from stock. If you are hard to fit for any reason, we will make up a new coat at no extra cost.

\$1,000 in CASH PRIZES !

\$1,000 AND AN ADDITIONAL \$1,000 For Letters from Prize Winners !

FIRST PRIZE, \$250.00 Cash

SECOND PRIZE.....\$125.00 Cash

THIRD PRIZE..... 75.00 Cash

FOURTH PRIZE..... 50.00 Cash

FIFTH PRIZE..... 25.00 Cash

**And 95 awards of \$5.00 each, making
a total of 100 cash prizes.**

This Offer Open to Everyone

It makes no difference who you are or where you live; you have a chance to win the Grand Prize of \$250.00 cash. The prizes are offered in the

**ALYS JOHNSTON — POULTRY TRIBUNE
1932 CHICK GROWING CONTEST**

We Will Enter All Customers FREE!

We have arranged to take care of the entrance fee to the publishers of Poultry Tribune who are sponsoring the Contest so that every AJ Chick customer (not less than 50 chicks), complying with the simple rules of the contest is eligible to win a prize. You will get full information about the contest and a new 32-page *Chick Guide and Record Form* just as soon as we enter you.

All You Need To Do To WIN

ALL YOU NEED TO DO TO WIN the Grand Prize of \$250.00 is to raise a high percentage of your chicks to eight weeks of age, keep the best record and write the best letter telling how you did it. Even if you do not win the Grand Prize you have a chance at 99 other cash prizes.

Thousands of dollars in cash prizes have been paid in previous contests and usually the person who least expected to win received the prize. You, too, may win just as easily.

You Can WIN With AJ Chicks

AJ Chicks from purebred or PrimeX matings are big, husky fellows from carefully selected parent stock. Every one of our breeders is triple culled, carefully inspected and blood-tested. Their big eggs are hatched right in most modern incubators, thoroughly fumigated for disease control.

These fast growing, vigorous chicks are easy to raise and mature very rapidly. They will give you the right start to win the big prize money in this contest and will grow up to be profitable money makers for you.

\$1,000.00 FOR LETTERS FROM PRIZE WINNERS

If you win first prize in this contest with AJ chicks *we will also* pay you \$250.00 cash for a letter to be used in our advertising. If

you win second prize, we will also pay you \$125.00 cash for such a letter and for other letters we will pay a cash award equal to the amount you win in prize money.

Think of it! You have 100 chances to win a cash prize and 100 additional opportunities of getting the same amount as your prize money for a letter!!

Remember—it costs you nothing to enter this contest. We are entering every buyer of AJ chicks **ABSOLUTELY FREE** and you get the **FREE** chick book to help you raise your chicks. Act Today! Now is your big opportunity. See description of AJ chicks on pages 5 to 10.

GET YOUR ORDERS IN EARLY!

